

GRAIN & FEED JOURNALS

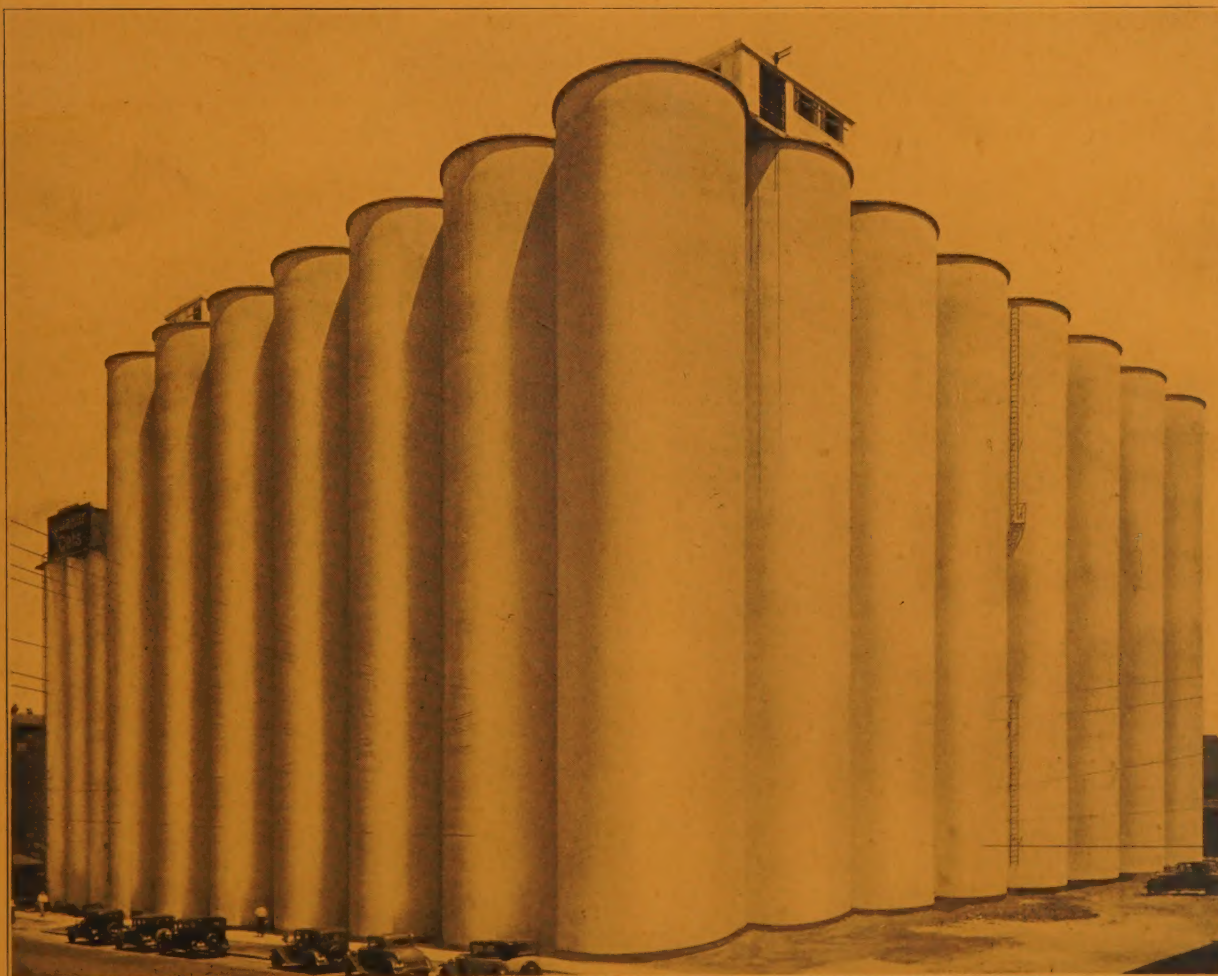
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A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.

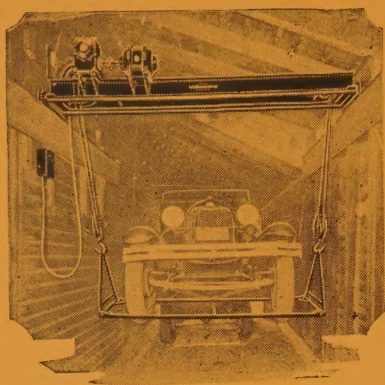
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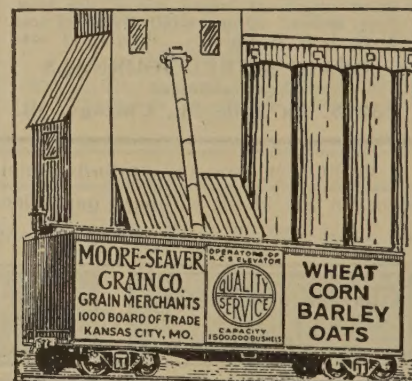
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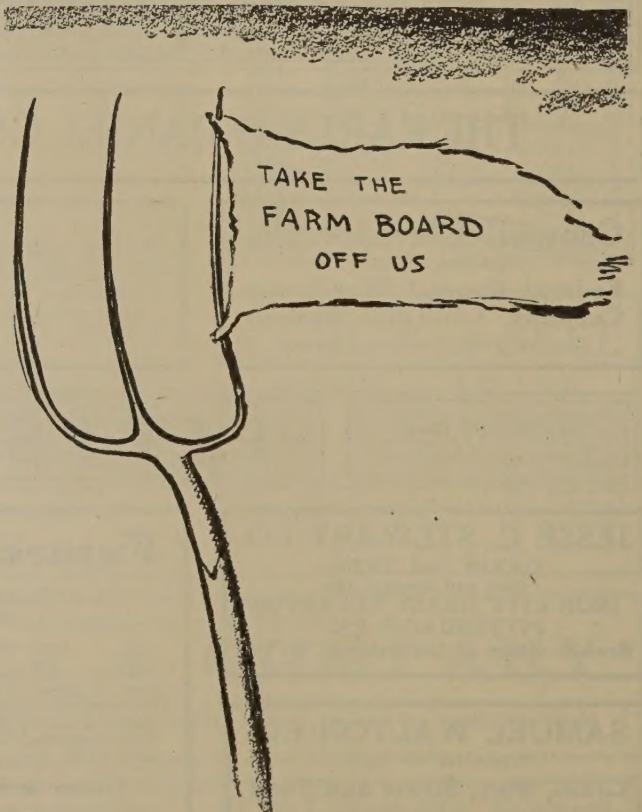
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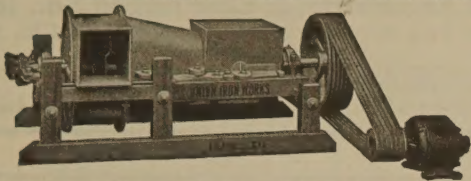
The Farmer's Prayer



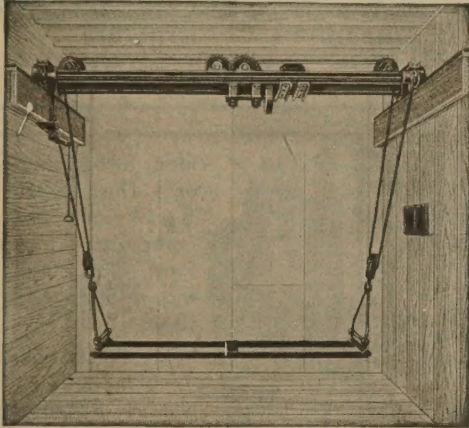
From Dayton, O., *Daily News*

WESTERN

— GRAIN ELEVATOR EQUIPMENT —



Western Pitless Sheller with Cog Belt Drive



Overhead Electric Truck Dump

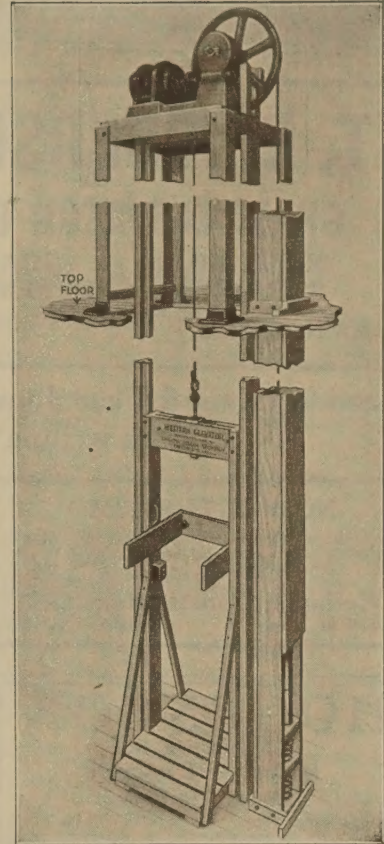
UNION IRON WORKS

NEW

The **ELECTRIC MANLIFT** takes its place alongside our Electric Truck Hoist and Motor Driven Corn Sheller.

Write us for complete information and prices.

DECATUR,
ILLINOIS



WHAT DO YOU NEED?

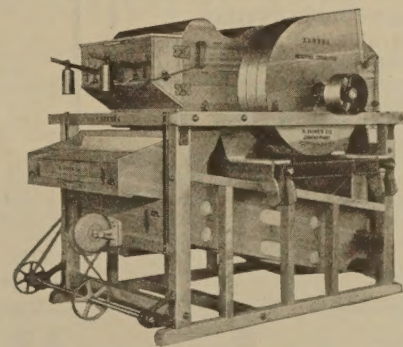
to modernize your plant so it will minimize your labor and increase your profits? Is it here?

Account Books	Head Drive
Attrition Mill	Leg Backstop
Bag Closing Machine	Lighting Rods
Bags and Burlap	Loading Spout
Bearings {Roller	Magnetic Separator
Boots {Ball	Manlift
Belting	Moisture Tester
Bin Thermometer	Motor Control
Bin Valves	Mustard Seed Separator
Bleachers and Purifiers	Oat Clipper
Boots	Oat Huller
Buckets	Plans of Grain Elevators
Car Liners	Portable Elevator
Car Loader	{Oil Engine
Car {Puller	Power {Motors
Car {Pusher	Power Shovel
Car Seals	Railroad Claim Books
Clipher Codes	Renewable Fuse
Claim (R. R.) Collection	Rope Drive
Clover Huller	Safety Steel Sash
Coal Conveyor	Sample Envelopes
Corn Cracker	Scales {Truck
Conveying Machinery	{Hopper
Distributor	{Automatic
Dockage Tester	Scale Tickets
Dump	Scarifying Machine
Dust Collector	Screw Conveyor
Dust Protector	Seed Treating {Machine
Elevator Leg	Separator {Chemicals
Elevator Paint	Sheller
Feed Formulas	Siding-Roofing {Asbestos
Feed Ingredients	{Steel or Zinc
Feed Mixer {Dry	Silent Chain Drive
Feed Mill {Molasses	Speed Reduction Units
Fire Barrels	Spouting
Fire Extinguishers	Storage Tanks
Friction Clutch	Testing Apparatus
Grain Cleaner	Transmission Machinery
Grain Drier	Waterproofing (Cement)
Grain Tables	Weevil Exterminator
Hammer Mill	Wheat Washer

Draw a line through the supplies wanted and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

INFORMATION BUREAU

Grain & Feed Journals, 332 So. La Salle St., Chicago



EUREKA

Standardized Receiving Separator

equipped with

Buhler Patent Drive

Note the entire elimination of eccentric shaft and eccentrics.

Existing machines of practically all makes can be converted to the **BUHLER DRIVE** at about the cost of replacing the old eccentric rig.

Write for Catalogue GD125

S. HOWES CO., INC.
Silver Creek, N. Y.

GRAIN ELEVATOR BUILDERS

T. E. IBBERSON CO.

GRAIN ELEVATOR BUILDERS

FEED MILLS COAL PLANTS
REPAIRING AND REMODELING

MINNEAPOLIS

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Stevens Engineering & Construction Co., Inc.
4121 Forest Park Blvd. ST. LOUIS, MO.

Designers and Builders

GRAIN ELEVATORS

Flour and Feed Mills

Warehouses

CHALMERS & BORTON

620 Pioneer Trust Bldg., KANSAS CITY, MO.

Engineers — Constructors

Grain Elevators — Feed Mills — Warehouses

Ask for Quotations on Your Work

Mention Grain & Feed Journals
when writing our advertisers

NOW IS THE TIME

to build or overhaul your elevator. Costs
of labor and material were never lower.
Let us quote on your work.

Reliance Construction Co.

Board of Trade Indianapolis, Ind.

HOGENSON

Construction Co.

Wood or Concrete

Grain Elevators

Corn Exchange Bldg. MINNEAPOLIS, MINN.

ROCHELLE & ROCHELLE

Designers and Builders of
GOOD ELEVATORS

Let us furnish your machinery
AMARILLO, TEXAS

Oklahoma City, Okla.—Our elevator managers advise they thoroly enjoy receiving your magazine, and we believe it keeps them in touch with conditions in the elevator business.—General Grain Co., by Stanton Thatcher, vice-pres. and general manager.

ZELENY

Thermometer System

Protects Your Grain

Estimates cheerfully given.
Write us for catalog No. 6.

Zeleny Thermometer Co.

542 S. Dearborn St. Chicago, Ill.

Car Order Blanks

To insure the prompt furnishing of cars by railroad a written requisition should be made for each car and carbon copy kept as evidence in case of controversy over damages caused by carrier's delay.

These blanks are put up in books of 50 originals of blue bond paper, machine perforated so they will tear out easily, and 50 manila duplicates. Well bound with heavy pressboard, hinged cover and supplied with two sheets of carbon. Size, 7¼x5½. Order Form 222 CO. Single Copy, 75c; three copies, \$2.00, f. o. b. Chicago, Weight, 8 ounces.

GRAIN & FEED JOURNALS
Consolidated

332 S. La Salle St., Chicago, Ill.



Floor Sweep and General Dust Collecting Systems installed complete — including Fans, Collectors, Piping, Hoods and Fittings.

Systems Designed
To Meet All
Requirements

Individual Collectors for Grain Cleaning Machinery — General Sheet Metal Work for Mills and Elevators — Grain Spouts, Hoppers, Tanks.

Quaker Oats New Elevator
at Akron, Ohio—
Equipped by us.

Chicago Blow Pipe Co.

210 N. Mozart St. CHICAGO

Your Journal is all O. K.—M. E. &
C. L. Mead Co., Pataskala, O.

Jones - Hettelsater Construction Co.

Mutual Building — — Kansas City, Mo.

Designers and Builders

Grain Elevators

Feed and Flour Mills

Pillsbury Flour Mills Co.

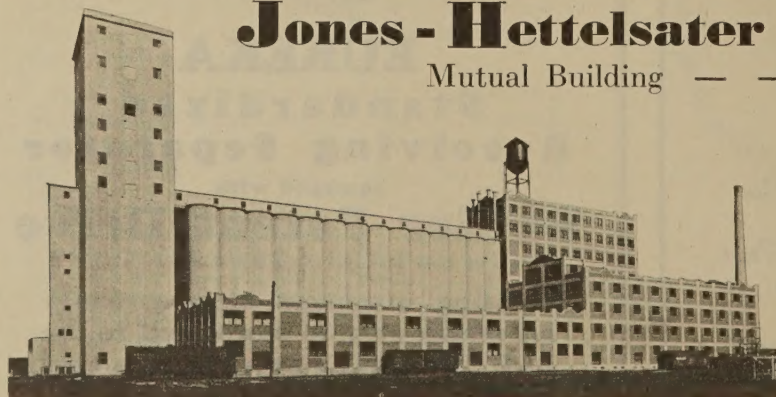
Springfield, Ill.

1,000,000 bus. Elevator

3 Story Flour Mill — 4 Story Cereal Mill *

2 Story Warehouse

*designed and constructed by us under a
single contract.*



Everytime

you mention the Grain Dealers Journal to an advertiser, you
encourage him to make good on his advertised claims.



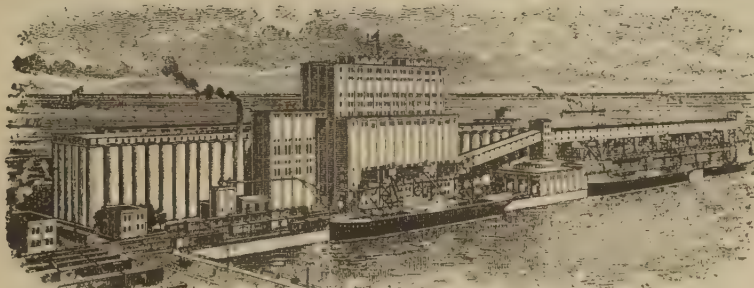
GALVESTON WHARF COMPANY'S NEW ELEVATOR "B"

Capacity 6,000,000 Bushels

This Elevator Designed and Construction
Supervised by

HORNER & WYATT

Consulting Engineers to the Grain Trade
470 Board of Trade Kansas City, Mo.



*Capacity
5,000,000
Bushels*

*Equipped with
Four Stewart
Link-Belt
Grain Car
Unloaders*

PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

JAMES STEWART CORPORATION

ENGINEERS AND CONTRACTORS

FISHER BUILDING—343 S. DEARBORN ST., CHICAGO, ILLINOIS

W. R. SINKS,
PRESIDENT
Phone Harrison 8884

H. G. ONSTAD
VICE-PRES.-GEN'L MGR.

The Barnett and Record Co.

Engineers

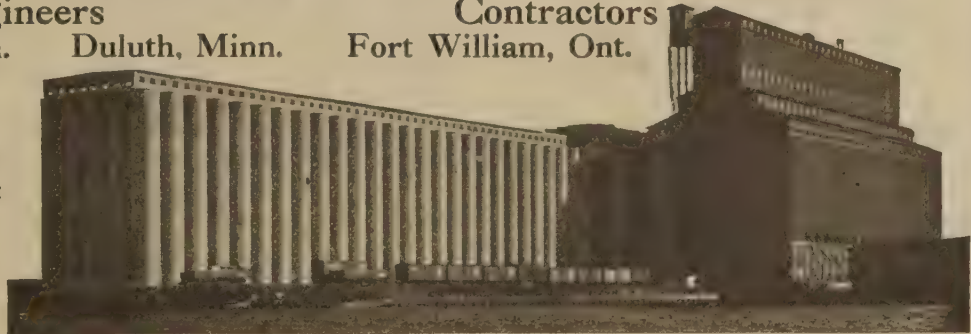
Contractors

Minneapolis, Minn.

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Designed and Built
this 3,000,000 Bushel
Grain Storage Annex
to Great Northern
Elevator "S"
Superior, Wis.



Santa Fe Elevator "A"

Kansas City, Kans.



*Capacity
10,500,000 Bushels*

John S. Metcalf Co.,

Grain Elevator Engineers and Constructors

105 W. Adams St., Chicago

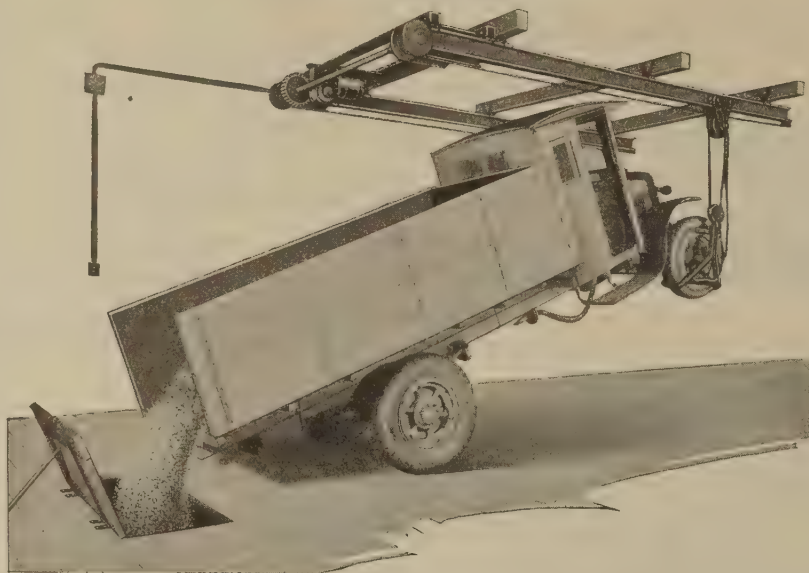
460 St. Helen St., Montreal

837 W. Hastings St., Vancouver, B. C.

17 Dartmouth Street, London, England

McMILLIN TRUCK DUMP

For Electrical Power



In the above dump not the slightest detail was overlooked which would assist in its installation, convenience and speed in its operation, as well as durability and small expense in operation. Its being overhead and having no connection with the floor, leaves the driveway clear. Changing of the hoisting device to suit the different length vehicles is a small item compared with other dumps. By extending the track it will dump into any number of dump doors. This dump is equipped with the latest type of worm gear motor and first-class material throughout. Capacity for the largest loads; fully guaranteed.

For complete descriptive circular including drawings for installation and prices, Address

L. J. McMILLIN, 525 Board of Trade Bldg., Indianapolis, Ind.

Cover's Dust Protector

Rubber Protector, \$2.00
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge

H. S. COVER
Box 404 South Bend, Ind.



Safety Sample Envelopes

for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable; size, 4½x7 inches. Have a limited supply to sell at \$2.60 per hundred, or in lots of 500, \$2.30 per hundred, f. o. b. Chicago.

GRAIN & FEED JOURNALS
Consolidated
332 S. La Salle St., Chicago, Ill.

Leaking Car Report Blanks

bear a reproduction of a box car and a form showing all points at which a car might leak, thus facilitating reporting specific places where car showed leaks at destination. One of these blanks should be sent with papers for each car with the request that it be properly filled out and returned in case of any signs of leakage. Printed on Goldenrod bond, size 5½x8½ inches, and put up in pads of 50 blanks. Order Form 5. Weight, 3 ounces. Price, 40c a pad; three for \$1.00. Prices f. o. b. Chicago.

GRAIN & FEED JOURNALS
Consolidated
332 S. La Salle St., Chicago, Ill.

Elevator Boot

Ball Bearing, Low Intake, Non-chokeable, Automatic Takeups, 20" Diameter Pulley, Large Capacity.

Use Rubber Covered Cup Belt—It Pays

WHITE ★ STAR ★ COMPANY
Wichita, Kansas

Headquarters for
GOOD ELEVATOR EQUIPMENT



Duplicating Scale Ticket Book

A labor saving scale ticket book in which the buyer keeps a carbon copy of the entries made on every scale ticket issued, so altered or spurious tickets may be readily detected.

This book contains 200 leaves, 100 white bond, machine perforated leaves bearing 800 tickets of form shown, interleaved with 100 blank manila sheets. Supplied with 4 sheets of No. 1 carbon paper, size 8½x11 inches. Order Form 62. Price, \$1.60, f. o. b. Chicago. Weight, 3 lbs.

Cash with order for twelve books earns 10% discount.

Bought of _____ 19____	
Load of _____	
Price _____ per cwt.	Gross _____ lbs.
Price _____ per bu.	Tare _____ lbs.
Driver—On. Off.	Net _____ lbs.
	Net _____ bu.
	_____ Weigher.

One-fourth actual size.

GRAIN & FEED JOURNALS Consolidated
332 So. La Salle St., Chicago, Ill.

Elevators Are Often Sold for \$1.00

thru the "Elevators for Sale" columns of the Grain & Feed Journals, Consolidated, the Grain Trade's long accepted medium for Wanted—For Sale advertisements, try it.



Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE

TEN IOWA AND ILLINOIS Elevators for sale, will sell one or all. Priced for quick sale. O. A. Talbott, Keokuk, Iowa.

NEBRASKA—A BARGAIN. Elevator, grain produce and feed; three railroads; 25 miles from Lincoln, Neb.; population 2,800. Address John Q. Herrold Grain Co., Seward, Neb.

NO NEED FOR FORMALITIES—You don't need an introduction to Journal Want-Ads. They will help you without, whatever your problems may be.

GRAIN ELEVATORS FOR SALE

One at Munden, Kansas, Rock Island. One at Cuba, Kansas, Burlington. Bargain and liberal terms. First National Bank, Fairbury, Neb.

NORTHERN ILLINOIS—Five elevators for sale, with lumber, coal and sidelines; will sell one or all. Low price for quick sale to close estate. Big crop. Holcomb-Dutton Lumber Company, Sycamore, Ill.

CENTRAL ILLINOIS—30,000 bu. elevator for sale; best condition; truck dump; automatic scale; manlift; only elevator at station; nice 6-room bungalow and 5 lots for cow, hogs and chickens; chance to make \$8,000 annually. For price write 69P4, Grain & Feed Journals Consolidated, Chicago, Ill.

ILL.—50,000 bu. capacity—2 elevators for sale; everything good condition; truck dump, air lift; auto. scale; 5-room home; barn; several lots and coal shed; to settle estate; call for further particulars; can tell you what business has made for 10 yrs. Mrs. O. B. Wheeler, Admr., Long Point, Ill., Livingston Co.

MINNESOTA cleaning and transfer elevator for sale; 130,000 bushels; three track scales; good cleaning machinery; electric power good condition. Excellent transit location; fine dairy territory. Bargain easy terms payment. Write 66B6, Grain & Feed Journals Consolidated, Chicago, Illinois.

SOUTH DAKOTA—35,000 bus. cribbed elevator for sale, on Milwaukee Ry. in southeastern S. D. Equipped with new 15-ton Howe truck scale, Strong-Scott air dump, manlift, grain cleaner, feed warehouse built adjoining and also 10x10x40 ft. corncrib. Property must be sold at once. Lars Olson Elvtr. Co., Gayville, S. D.

ELEVATORS FOR SALE

Will sell our elevators—quick for cash—no trades—both in good locations.

Pierceton, Ind.—on Penna. R. R. House in good condition—coal and feed.

Auburn, Ind.—on Penna. R. R. House in good condition—feed.

Write Kraus & Apfelbaum, Inc., 912 Old First Nat'l Bank Bldg., Fort Wayne, Ind.

BARGAIN IF TAKEN AT ONCE—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business. USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

ELEVATORS FOR SALE

NEBRASKA—50,000 bu. elevator for sale; good crops. Address, 69R5 Grain & Feed Journals Consolidated, Chicago, Ill.

Every penny invested in a Journal "Wanted—For Sale" ad returns an amazing per cent of profit.

OHIO—12,000 bu. elevator for sale; in fine condition; feed grinder; general line of feed and coal; on private ground; along N. Y. C. R. R. Priced to sell. Box 312, Ashley, Ohio.

On the other end of the Journal's "Wanted—For Sale" columns, you will find 9,000 grain dealers anxious to know what you have for them.

WESTERN SOUTH DAKOTA Elevator for sale; small elevator in good condition, new equipment, located at Sturgis, S. D., in heart of largest grain producing section of the Black Hills. Showed a good profit with \$45,000 total sales last year. Big crop coming on and should show a nice profit this coming year. McMahon Company, Rapid City, South Dakota.

ELEVATORS FOR LEASE

OKLAHOMA—Two Frisco elevators for lease; only elevators in towns; good corn crop—wheat—coal. Address 69Q3, Grain & Feed Journals Consolidated, Chicago, Ill.

ELEVATORS WANTED

GOOD 160-ACRE McLean Co. Farm to trade for grain elevator. Write 69R10, Grain & Feed Journals Consolidated, Chicago, Ill.

IF YOU DO NOT find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

FEED PLANT FOR SALE

CLEVELAND, OHIO—Feed plant for sale, on N. Y. C. R. R., formerly the Lake Shore Elevator; modern concrete house; complete mixing and grinding machinery. W. C. Seaman, 2520 Market Ave., Cleveland, Ohio.

FEED MILL WANTED

FEED MILL WANTED in Wisconsin, doing good business year around. Frank Ruch, 263 So. Marr St., Fond du Lac, Wis.

MALT PLANT AND ELEVATOR

COLORADO MALT PLANT & ELEVATOR for sale. Capacity 125,000 bus. Fully equipped, ready to operate. Side tracks, kilns, steeping tanks, conveyors, steam heated. Light wines and beers a certainty. Good grain territory. Ready markets. Unusual profits and opportunity for farsighted business man. Colorado Malt & Barley Co., Longmont, Colorado.

SAMPLE ENVELOPES

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable; size 4½x7 inches. Have limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

ELEVATOR BROKERS

WE BUY AND SELL Elevators, Feed and Flour Mill Plants or Unit Machines. H. C. Davis Mill Machinery, Bonner Springs, Kansas.

ALWAYS HAVE ELEVATORS for sale. To save time, please state amount you wish to invest and location you prefer. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

FLOUR MILL FOR SALE

OHIO—75-bbl. Flour Mill with Feed Department for sale; operating, good location, established trade; good reason for selling. Address Buckeye Milling Co., Mt. Gilead, Ohio.

WHATEVER your business may be, it will find a ready market if advertised in the "Business Opportunities" columns of GRAIN & FEED JOURNALS, Chicago. 9,800 grain men look to these columns twice each month for real opportunities.

Bargain Sale in Soiled and Shelf Worn Books

Record of Receipts.—We have a small stock of these Price Current Grain Reporter form 83 which we are selling out at bargain prices. They are good grain receiving records, size 15½x10½ ins., 150 pages, linen ledger paper, well bound, with cols. for "Date, Driver, Gross, Tare, Net, Bus., Price, Kind, Seller, Amount," in the order named. Priced at only \$2.50, as is.

Memo of Agreement.—Grain contracts for contracting grain and seed from farmers; is extensively used by grain dealers to avoid taking chances with verbal contracts. Originals are printed on bond paper, machine perforated so they may be easily removed; duplicates are also on bond paper. Check bound, 50 sets to a book with two pieces of carbon paper. Order by name, special price 75 cents to close out.

Feed Trade Manual, a reference book for all engaged in the custom grinding and mixing of feeds. Contains hundreds of formulas for all kinds of feed for any section of the country. Data about state feed laws, feedingstuff definitions, weights, ingredient composition and useful facts for the feed industry are also included and indexed. One soiled shelfworn copy, \$1.00 plus postage. Order Feed Manual Special.

Gold Bricks of Speculation, a study of speculation and its counterfeits and an expose of the methods of bucketshop and "Get-Rich-Quick" swindles. We have a few of these interesting books soiled from display, written by John Hill, Jr., of the Chicago Board of Trade, which we will send on receipt of \$1.00 each and postage to carry. Weight 4 lbs. Order "Gold Bricks of Speculation Special."

Improved Railroad Claim Blanks require little of your time for filing, and contain spaces for all the necessary information in the order which assures prompt attention on the part of the claim agent. They increase and hasten your returns by helping you to prove your claims and by helping the claim agent to justify payment. Are printed on bond paper, bound in books, each containing 100 originals and 100 duplicates, with two-page index, instructions and summary, with four sheets of carbon. The original is sent to the claim agent, and carbon copy remains in the book, as a record of your claim. Sells for \$2. Have few loosely bound and soiled, one at \$1, four at \$1.25 and two at \$1.50. Order 411-E (overcharge in freight or weight) "Special."

All prices are f. o. b. Chicago.

GRAIN & FEED JOURNALS Consolidated
332 South LaSalle St. Chicago, Ill.

SITUATION WANTED

SITUATION WANTED as manager or second man in elevator; 13 yrs. in last place; last 6 yrs. as part owner; age 41; best references. H. A. McVey, R. F. D. No. 3, Westfield, Ind.

SOLD OUT OF POSITION—15 yrs. exper. handling grain and sidelines; A1 bookkeeper; can give bond and A1 ref.; will go anywhere on short notice. S. G. Mahaffey, Norton, Kans.

POSITION DESIRED as Manager of Elevator; 15 yrs. exper. in all kinds of grain and seeds. Prefer Ohio or Ind. Can give best of refs. A. H. Weimer, 1507 Madison Ave., Piqua, Ohio.

DESIRE POSITION in grain business; 12 yrs. exper. as elevator manager; age 35; married; best of references; will go anywhere. Address 69Q14 Grain & Feed Journals Consolidated, Chicago, Ill.

WANT POSITION managing elevator; 12 yrs. exper.; both coal and feed sidelines; 8 yrs. in traffic dept. with Penna. R. R.; commission working basis preferred; satisfactory refs. Write 69P3, Grain & Feed Journals, Chicago, Ill.

EXPERIENCED MANAGER for grain elevator, 10 yrs. exper. in grain and its sidelines; 5 yrs. in country elevator; best of refs.; Kans. preferred but go anywhere; available at once. Address 69R1 Grain & Feed Journals, Chicago.

HELP WANTED

COMPETENT AND EXPERIENCED elevator managers, foremen, bookkeepers, auditors, second men and solicitors can easily and quickly be found through an ad in the "Help Wanted" column of the Grain and Feed Journals, Consolidated, Chicago, Ill.

BUSINESS OPPORTUNITY

NORTHERN ILLINOIS—Only lumber, coal, etc., yard in village; staple stock, steady income, small value buildings; low price close estate. Cash. Grain elevator available for rental. Holcomb-Dutton Lbr. Co., Sycamore, Ill.

Clark's Car Load Grain Tables

Eighth edition, revised and enlarged, shows the following range of reductions of pounds to bushels by fifty pound breaks.

20,000 to 107,950 lbs.	to bushels of 32 lbs.
20,000 "	74,950 " " " " 34 "
20,000 "	96,950 " " " " 48 "
20,000 "	118,950 " " " " 56 "
20,000 "	118,950 " " " " 60 "

Pounds in red ink; bushels in black. Linen ledger paper reinforced, bound in flexible keratol with marginal index. Weight, 6 oz.

Price \$2.50 f. o. b. Chicago

GRAIN & FEED JOURNALS CONSOLIDATED
332 So. La Salle St., Chicago

MOTORS FOR SALE**ELECTRICAL MACHINERY**

Large stock of motors and generators, A. C. and D. C., new and rebuilt, at attractive prices. Special bargains in hammermill motors 30 to 60 h.p., 1200 and 1800 r.p.m. Write for stock list and prices. Expert repair service. V. M. Nussbaum & Company, Fort Wayne, Ind.

DYNAMOS AND MOTORS WANTED—Buyers and this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMO-MOTORS" columns of Grain & Feed Journals—the medium for power bargains.

SCALES WANTED

A 6 OR 8 BUSHEL Richardson Receiving Scale Wanted with residue weigher—also stand three high rolls. Kasco Mills, Inc., Toledo, Ohio.

ANY KIND, ANY SIZE, Any Price engine, which is not in use, and which you wish to sell, will find many ready buyers if advertised in the "Engines For Sale" column of GRAIN & FEED JOURNALS. Try it.

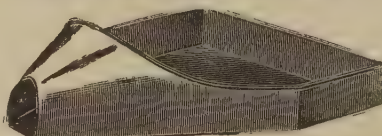
OFFICE SUPPLIES

TODD PROCTOGRAPH for sale, in good condition. Will sell for \$8.00 prepaid, cash with order. F. J. Aikenhead, Room 900, 332 S. La Salle St., Chicago, Ill.

FIELD AND GRASS SEED FOR SALE

WHEN YOU want field or grass seed, write us, and we will put you in communication with nearby dealers, who have what you seek. The service is free. Information Buro, Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

SAMPLE PANS



Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light, durable. The dull, non-reflecting surface of the metal will not rust or tarnish; assists users to judge of the color and to detect impurities.

Grain Size, $2\frac{1}{2} \times 12 \times 16\frac{1}{2}$ ", \$2.00 at Chicago.

Seed Size, $1\frac{1}{2} \times 9 \times 11$ ", \$1.65 at Chicago.

GRAIN & FEED JOURNALS CONSOLIDATED
332 So. La Salle St., Chicago, Ill.

Modern Methods

GRAIN & FEED JOURNALS CONSOLIDATED

332 So. La Salle St., Chicago

Gentlemen:—In order to keep posted on modern methods of elevator management, I wish to receive the *Grain & Feed Journals Consolidated* semi-monthly. Enclosed find Two Dollars.

Name of Firm.....

Capacity of Elevator Post Office.....

.....bushels State.....

Receiving Books For Grain Buyers

Duplicating Contract Book, for the purchase of grain from farmers. Contains 100 originals printed on bond paper and perforated, and 100 duplicates on manila, with ruled spaces on the back for entering amounts delivered, numbered in duplicate. Check bound, size $8\frac{1}{2} \times 8\frac{3}{4}$ inches, supplied with four sheets of carbon. Order Form 10DC. Price \$1.15. Weight 1 lb.

Receiving and Stock Book for keeping a record of each kind of grain received in separate columns, so buyer may easily determine total amount of any kind of grain on hand. Size $9\frac{1}{2} \times 11\frac{1}{2}$, 200 pages, with a capacity for 4000 wagon loads. Well printed on linen ledger paper, bound in strong board with leather back and corners. Order Form 321. Price \$3.00. Weight $2\frac{3}{4}$ lbs.

Scale Ticket Copying Book contains 150 leaves of scale tickets, four to a leaf. Each leaf folds back upon itself, so that with the use of carbon paper, it will make a complete copy of the original on the stub, with one writing. Original tickets forming the outer half of leaf are machine perforated. Printed on bond paper, check bound, size $9\frac{1}{2} \times 11$, supplied with four sheets of carbon. Order Form 73. Price, \$1.55. Weight 2 lbs.

Grain Scale Book, a combined Journal and Receiving book with index. Each man's grain is entered on his own page, or a page may be allotted to each kind of grain received. Both debits and credits are posted to the ledger. Contains 352 numbered pages and index, size $10\frac{1}{2} \times 15\frac{1}{2}$, and will accommodate 10,332 wagon loads. Printed on linen ledger, bound in extra heavy black cloth covers, with leather back and corners. Order Form 23. Price \$4.75. Weight 5 lbs.

Grain Receiving Register is designed for recording the receipts of wagon loads of grain. Loads may be entered in consecutive order, or different sections of the book may be devoted to different kinds of grain. Book contains 200 pages of linen ledger paper, size $8\frac{1}{2} \times 14$ inches, each of which is ruled for 41 entries, giving a total capacity of 8200 wagon loads. Well printed and substantially bound in full canvas. Order Form 12AA. Price \$3.00. Weight 3 lbs.

Duplicating Wagon Load Receiving Book, designed to facilitate the recording of number of loads from one farmer in a short time. Book contains 225 leaves, size 12×12 inches with 33 lines each, perforated down the middle; the inside half of the leaf remains in the book, and the outer half with the same ruling printed on the reverse side, folds back over the left half with carbon between. Outer half is given to farmer. It may also be used by line agents in making daily reports to headquarters. Check bound with canvas back, nine sheets of carbon. Order Form 66. Price \$3.00. Weight $4\frac{1}{2}$ lbs.

Grain Receiving Ledger, may be used first as a Stock Book by posting the receipts daily, weekly or monthly from some other portion of this book, or from any other scale book, giving a page to the commodity handled; Second, as a patrons' ledger, by giving a full or half page to each patron; Third, pages may be used to enter each load of grain received in consecutive order under their respective commodity headings. The book contains 200 numbered pages with 44 lines each, and marginal index in front, size $8\frac{1}{2} \times 13\frac{1}{2}$, ruled with the usual column headings, including Debit and Credit columns. Printed on linen ledger paper and well bound in black cloth sides with keratol back and corners. Order Form 43. Price \$3.50. Weight 3 lbs. Form 43XX contains 400 pages same as above. Price \$5.50. Weight $4\frac{1}{2}$ lbs.

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By Sterling E. Edmunds

A survey of the destruction of Constitutional Government and of civil and economic liberty in the United States and the rise of an all-embracing bureaucratic despotism.

Mr. Edmunds says:

"In the place of our peculiar dual system of free government, founded by the fathers to restore their newly-won liberty to them and to their posterity forever—with the federal government bound down by the 'chains' of the Constitution, and the people in their states retaining in themselves all other powers, and governing themselves as autonomous members of the Union in all domestic concerns—we observe that, through three decades of progressive usurpation, the 'chains' of the Constitution have been broken and the powers of the federal government have become practically absolute; that, like a giant octopus at Washington, it has wormed its numberless tentacles around every city and every county, around every hamlet and every home in the land, crushing out civil liberty and self-government, and through the taxing suckers of its ugly prototype, draining the life from all property, from all trade and from all industry."

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2 Clark Power Shovels; Carter Disc Separator; Magnetic Pulleys; 1 Boss Carloader; Car Pulley; ½ and 5-bu. Automatic Scales; Exact Weight, Hopper and Platform Scales; ½ and 1-ton Vertical Batch Mixers; 1-60' Humphrey Elevator; No. 4 Monitor Cleaner; Several other cleaners; Corn Crackers and Graders; Corn Meal Bolters; Corn Shellers; Cob Crushers; Hammer and Attrition Mills; Corn Cutters; Elevators all sizes; Bag Filers; Bag Cleaners; 25-h.p. Oil Engine; Motors; 2 and 3 pr. High Rolls; Spiral Steel Conveyor; Jay Bee Hammer Mill; Hangers and Shaftings; Pulleys. Everything for the Elevator and Feed Mill. Write your wants. A. D. Hughes Company, Wayland, Michigan.

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BATCH MIXERS—New Horizontal type, all capacities. NEW LOW PRICES, write for details and price list now. Standard Mill Supply Co., Waldheim Bldg., Kansas City, Mo.

ROSCOE AJAX—Large Size Oat Huller; late model complete with Westinghouse 10-h.p. 3-phase motor, starter and texrope drive, priced right for quick sale. Box 159, Cumberland, Ia.

3-IN-1 EUREKA FEED Mixer for sale, No. 369X; capacity 1 ton; also a No. O Corn Cutter and Grader; a 20" Bauer single disc belt driven attrition mill; and a Boggs Potato Sorter. Will sell at very reasonable price. 69N12, Grain & Feed Journals, Chicago, Ill.

COMPLETE FLOUR MILL MACHINERY for sale, consisting of 4 double stand roller mills 9x4 rollers; Robinson plansifter; bran duster; centrifugal reel; 15 elevators; grain cleaners; automatic scale; purifier; 3 pair high rollers; 3 round reels; 35-hp. electric motor; 50-hp. Morse gas engine. All machinery in excellent condition, as it has hardly been used. Antioch Milling Co., Antioch, Ill.

MACHINES WANTED

ONE PORTABLE GRINDING Outfit with or without truck wanted; price must be right. Swanson-Anderson Co., Oakland, Neb.

BAG CLOSING Machines Wanted, 9x24 Roller Mills, Hammer Mills, Mixers. Give price and full description. Address 67X1, Grain & Feed Journals, Chicago, Ill.

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Whenever there is a real opportunity of interest to the grain trade, it is usually registered in the "Wanted—For Sale" columns of the Journal.

Duplicating Wagon Load Receiving Book

Hauler	Gross	Tare	Net

This book is designed to facilitate the work of country buyers during the busy season when each farmer is hauling a number of loads at a time. The above illustrates the half of the sheet which remains in the book. The outer half has the same rulings, but is printed on the other side of the sheet, so that when sheet is folded back on itself, and a sheet of carbon inserted, an exact duplicate will be made of each entry. Each page has room for 33 loads and is machine perforated down the middle so outer half may be torn out and given to the farmer or sent to headquarters of line company.

The book is 12x12 inches, check bound with canvas back, contains 225 leaves ruled both sides, and nine sheets of carbon.

Order Form 66. Price \$3.00 at Chicago. Weight, 4 lbs.

Grain & Feed Journals 332 So. La Salle St. Chicago, Ill.

First Call for National Convention

The thirty-sixth annual convention of the Grain and Feed Dealers National Ass'n, which will be held at the French Lick Springs Hotel, French Lick, Ind., Sept. 19, 20 and 21, promises to be an unusually attractive and interesting meeting.

Colonel Robt. R. McCormick will speak at the banquet on Tuesday night. The Chicago editor is one of the founders of the National organization to Reduce Public Expenditures. He will talk on government in business and other socialistic experiments which have resulted in such an alarming growth in the federal bureaucracy with the resulting burdensome increase in taxation.

Other speakers on the program for the French Lick convention are: Peter B. Carey, president of the Chicago Board of Trade; Sidney Anderson, former congressman from Minnesota and now a vice-president of General Mills, Inc.; Congressman M. J. Hart, of the eighth Michigan district, the only democrat to be elected from that district since the Civil War; Thomas R. Cain, president of the Farmers National Grain Dealers Ass'n of Illinois, and Lyle C. Lord, of the Early & Daniel Co., Cincinnati. Mr. Lord will talk on feed. In addition to these there will be the usual committee reports on legislation, transportation, trade rules, arbitration, grain products, etc. Attendance prizes will no doubt be offered at each session.

The Indianapolis Board of Trade members are to be hosts to the dealers attending the French Lick meeting. They will supply the entertainment for the three days. This entertainment is quite elaborate and is for both the members and their wives and daughters who accompany them to the meeting. One of the entertainment features will be a golf tournament for possession of the Boston Golf Trophy, which is a handsome silver cup mounted on an ebony pedestal. This trophy was first placed in competition at the Boston convention in 1929. It will become the permanent possession of the golfer who wins it twice. Thus far no one has been able to perform this feat.

All railroads in the United States and Canada have given a rate of one and one-half fares for the round trip to the convention. As modern concrete roads radiate in all directions from French Lick it is expected that there will be a large attendance of country grain and feed dealers who will motor to the meeting. Special rates have been granted by the hotel for dealers attending meeting.

Much of the time of the convention will naturally be taken up with consideration of legislation as is embraced in the Agricultural Marketing Act and in such substitutes as are likely to be proposed for that measure at the next session of Congress. Government in business will receive full attention as will the subject of taxation—federal, state and local. The tentative entertainment program arranged by the Indianapolis hosts is as follows:

Monday afternoon, Sept. 19: Mystery Field Day. Entertainment features will begin at 2 p. m. The Field Day stunts will be in charge of a professional entertainer from Cleveland, O. Suitable prizes will be offered for the various events. (The golf course will be open to those who wish to play. There is no green fee.) At 5 p. m. Mrs. Hyde's Wax Works will be on display in Exhibition Hall. Prizes will be given for dealers identifying most of the figures in the group.

Monday night, Sept. 19, at 6:45 p. m.: Dinner, Entertainment and Dance. A number of high-class vaudeville performers have been engaged for the evening. They will entertain at both the dinner and the dance that will follow. This will be called a "Family Dinner" because the delegates and their wives and daughters will be segregated from the regular hotel guests.

Tuesday afternoon, Sept. 20, at 2 p. m.: Golf Tournament for the men. At 2:30 p. m.,

Bridge Tournament for the ladies. Horseshoe pitching contest at 3 p. m. Prizes will be given in all events. The main contest in the Golf Tournament will be for the Boston Golf Trophy, emblematic of the golf championship of the Association. The trophy is to become the permanent possession of the player who wins it twice.

Tuesday night, Sept. 20, at 7 p. m.: Banquet, Entertainment and Dance. Speaker of the evening, Col. Robert R. McCormick, Editor and Publisher of the Chicago Tribune.

The National Convention

The thirty-sixth annual convention of the Grain & Feed Dealers National Ass'n at French Lick Springs hotel, French Lick, Ind., Sept. 19-21, promises to present one of the most attractive and interesting programs with which the grain trade has ever been favored.

While the Ass'n will hold morning sessions only, enough entertainment is being planned for the rest of the day to drive dull care to the woods for many months to come.

The great galaxy of speakers of note includes Colonel R. R. McCormick, Editor of the Chicago Tribune, who will speak at the banquet, Sidney Anderson, former Congressman for Minnesota now Vice-President of the General Mills, Inc., Peter B. Carey, President of the Chicago Board of Trade, Hon. Michael J. Hart, grain dealer of Saginaw, Mich., who delivered many enjoyable philippics in the lower house of Congress against the Farm Board, T. R. Cain, Pres. of the Farmers National Grain Dealers Ass'n, Lyle C. Lord of Cincinnati, J. W. Garrow, a man representing large cotton interests at Houston, and A. V. Imbs, the next President of the St. Louis Merchants Exchange.

Mr. Garrow will paint a vivid picture of the crucifixion of the cotton industry by the Federal Farm Board, while Mr. Imbs will show the destructive influence on the grain and flour export trade of the United States by the work of the Farm Board.

The many prizes being arranged for the golf tournament, the bridge tournament, the horseshoe pitching contest, guessers of Mrs. Hyde's Wax Works figures and the attendance prizes allotted each session, will offer so many inducements for grain dealers to sit close and pay strict attention to what is going on lest some of the prizes get away from them, that a large attendance of dealers from far and near is assured.

Quaker Oats New Concrete Storage at Akron

The imposing new structure illustrated on the outside front cover represents the latest addition to the Quaker Oats Company's Akron, Ohio plant. The new storage aside from being located in the heart of Akron's business district occupies the site of the old Empire Mill Building built in the '70s which was torn down to make way for the new structure.

The new elevator, a modern fireproof structure, was woven into the existing plant and connections made to storage "D," elevators "A" and "C," cleaning house, corn house, corn driers and the mill a half mile distant, all of which was accomplished without a single interruption to the daily plant routine. The completion of this plant gives the Quaker Oats Co. a total of 17,000,000 bushels storage.

The James Stewart Corporation designed and built the new elevator in record time, in fact, the storage was completed three weeks ahead of time. An appreciation of the progress made can better be understood when it is realized that the elevator which rests on rock necessitated a deep excavation requiring the shoring of the receiving tracks and the lowering of five pneumatic grain conveying lines which cross the site besides being located on Broadway, one of the busiest streets in Akron.

The new storage has a capacity of two million bushels consisting of twenty-four 24' diameter tanks and twelve 22' 6" diameter tanks with twenty-two interspace bins.

The storage is modern throughout, each bin and interspace being equipped with Zeleny thermometer system. Fifteen individual electric herringbone gear drives and a complete dust collecting system were installed throughout. The 17 G. E. motors range from 5 to 75 h.p. A complete 75 h.p. dust collecting and sweeper system was installed by the Chicago Blow Pipe Co., so arranged that either system may be operated independently or both simultaneously. In addition to collecting the dust at the usual points within the plant, it is also collected at the belt loader below receiving sink and the trippers on bin floor.

The house is equipped with three legs, six 36" shipping conveyors and six 36" storage and transfer conveyors.

A freight elevator affords easy passage between the basement and the top floor.

Shannon Hearing on Government in Business

At South Bend, Ind., Aug. 22, Jos. B. Shannon, chairman of the com'te of the House of Representatives investigating government in business, heard additional testimony against unfair government competition with private enterprise.

FRANK THEIS of Kansas City, a director of the Grain Dealers National Ass'n, said: Wheat growers selling on the Kansas City market do not benefit by lower rates resulting from barge movement of the grain.

There is the danger, however, that by barge movement to New Orleans the western wheat will be dumped on the export market and we are faced with a serious condition because of retaliatory tariffs being imposed by other countries on our grain since the Smoot-Hawley tariff act. These reprisals are under way.

Wheat thrown on the market in New Orleans is immediately at the mercy of the export market, and this is the port of delivery of the Mississippi barges.

L. E. BANTA, traffic manager of the Indianapolis Board of Trade, said: There is no justification for continuation of the "demonstration" conducted during the last eight years by the government in the operation of the barge lines.

Had private capital operated the Mississippi

Barge Line in 1930 a deficit of \$1,275,000 would have resulted. The Inland Waterways Corporation, the government bureau created to handle this experiment, reported a net return of \$46,767, but it is admitted that many elements considered in finances by private industry have not been taken into account.

One item alone, that of return on investment, would have eliminated that reported return almost three-fold. Steam lines pay about six cents out of every dollar in taxes, and on this basis, Inland Waterways would have paid out about \$367,000. The investment of \$24,000,000 at that time should produce a reasonable utility earning of 4 per cent or \$960,000.

With the payment of operating expenses and all, a net deficit of \$1,275,000 is apparent.

Is this entering into destructive competition with private industry on an uneconomic losing basis, a proper function of our government regulatory power?

It has been estimated the taxpayers of the country have been forced during the period from 1918 to 1929 to pay 41 cents a ton on all freight carried on the federal barge lines on the Mississippi, inasmuch as the tonnage revenue was \$41,000,000, while the expense of operation and depreciation was about \$47,000,000, showing a loss of \$6,000,000.

GRAIN & FEED JOURNALS

CONSOLIDATED
INCORPORATED

332 S. LaSalle St., Chicago, Ill., U.S.A.
Charles S. Clark, Manager

A merger of
GRAIN DEALERS JOURNAL
Established 1898
AMERICAN ELEVATOR & GRAIN TRADE
Established 1882
THE GRAIN WORLD
Established 1928
PRICE CURRENT-GRAIN REPORTER
Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

SUBSCRIPTION RATES to United States and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy, 25c.

To Canada and Foreign Countries, prepaid, one year, \$3.00.

THE ADVERTISING value of the Grain and Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned. The character and number of firms advertising in each number tell of its worth.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, AUGUST 24, 1932

THE ANNUAL race between King Corn and Jack Frost promises to be one of unusual interest and excitement. If Jack wins the oat-hullers and grinders will soon pull choice heavy oats out of the eight-cent column.

PROTEIN premiums fluctuate as do other market factors, and when there is an abundance of high protein wheat as at present the premiums sink accordingly, making it necessary to watch the market to avoid paying more for high protein wheat than it is worth.

TRUCKERS are taking so much grain from Indiana farms direct to terminal markets, country elevator men and rail carriers are earnestly searching for some form of relief that will put these non-tax paying distributors of rubber checks out of business.

THE ORGANIZERS of the dollar wheat strike among the growers talk glibly about lavish loans from the Reconstruction Finance Corp'n. when they have no chance of getting a penny from any except the misled farmers. This racket is not expected to help the producers but all receipts will be pure velvet for the promoters.

COUNTRY ELEVATOR operators who take an active and sincere interest in the production and marketing problems of their farmer patrons are seldom told what their competitors are doing. Their customers convinced of their desire to be of real service never doubt their willingness to pay what the grain is worth.

THE DISASTROUS result of going to the cupola of a burning elevator on an old style wood manlift as did an elevator manager at Appleton, Minn., recently, emphasizes the need for greater caution and the installation of modern steel manlifts with wire cables. The safety devices on the improved lifts would have prevented this 40 ft. fall.

AN INJUNCTION has relieved the Grain Stabilization Corp. from paying taxes on a hundred thousand bushels of wheat which it had stored in Saline County, Kan. Fearing the ultimate result of its contest with the local taxing authorities, the wheat has been moved out of the County. If the Government is to engage in any line of merchandising, it should be taxed the same as other citizens, but the proper course to relieve the taxpayers of the scheming bureaucrats would be to get the Government entirely out of business.

KANSAS FARMERS, who are hoarding, seldom drive to town without taking a few bags of wheat along for spending money, thus multiplying the labors and expenses of the elevator operator. The abuse has grown to such proportions that the grain buyers have been forced to discourage this joblot traffic by refusing to pay within five cents of the market price for wagon lot grain. No elevator operator can afford to start his machinery for a prospective profit on five bags of grain, and to encourage such trade is to swindle himself.

THE TAX on sales of grain for future delivery not only is a burden on the grain producers, but it helps to drive buyers out of the farmers' market to the great disadvantage of the growers. Business generally, and especially the grain trade, the railroads, the millers and the packers all need relief from the unreasonable regulations and restrictions as well as relief from governmental surveillance and competition. Had Congress repealed most of its narrow limitations of business and discharged its useless boards, bureaus and commissions, all lines of business would now be on the road to recovery.

FARMERS throughout the land are striving earnestly and diligently to produce enough agricultural products to meet the demands of our expensive bureaucrats and save their farms from the tax collector. True many are able to ignore the tax eaters and are holding grain with the hope that the Farm Board may be abolished and its depressing influence removed from the public markets so they can realize at least the cost from the sale of their products. Congress, no doubt, acted with good intent in turning over 45,000,000 bus. of wheat to the Red Cross even though it did have to pay for the wheat a second time, but forcing that wheat onto the public markets, naturally exercises a depressing influence on the prevailing market prices.

INSURANCE on so-called fireproof grain elevators is so inexpensive no foresighted owner will go without it even before fire has consumed all the combustible material about the place and cracked the walls. While the all concrete elevator greatly reduces the chance of a destructive fire, it also effects a similar reduction in the cost of fire insurance.

IF THE bungling Farm Board would ship the seventeen million bushels of wheat it owes the Brazilian coffee traders, give the balance of its cash wheat to the Red Cross, sell all its future wheat and then stay out of the market, the price would advance to the great delight and profit of growers. These racketeers have so messed up the farmers market the wonder is they are not mobbed everytime their brazen cheek leads them before an audience of wheat growers.

WRITTEN contracts are easily obtained when the transaction is entered into, but the same farmer making an oral contract sometimes develops poor memory after the price has advanced and he realizes the grain buyer has no witness or written evidence. The effort of writing the contract in a complete manner makes it necessary to jot down all essential details that might be overlooked verbally, resulting in the written agreement evidencing a clear understanding.

THE CAMPAIGN being conducted thru circulars, pamphlets and cross roads orators to boost the destructive work of the Federal Farm Board at the expense of U. S. taxpayers should be bitterly resented and persistently denounced by every loyal citizen. Any game of the payrollers which destroys or depresses the markets for agricultural products in the interests of the producers should be quickly stopped. Using the taxpayers' money to perpetuate themselves in office should bring a blush of shame even to the paid advocates of the Farm Board.

FAILURES of so many banks and business institutions during the past two years are a contrast to the solvency of the companies and firms dealing in grain. Some business concerns have had to take heavy losses on inventory, with resultant bankruptcy, that grain firms have escaped because they hedge their stock on hand by selling futures on the Board of Trade. The practice of hedging is carried on in good times as well as bad, in rising as well as falling markets, so the trade is never caught napping on the eve of a fall in commodity prices.

NEARLY 20% of the 1931 crop of wheat marketed in Omaha was so badly infected with smut that 1,112 car loads were graded smutty and discounted accordingly. Country elevator men can help to secure a marked reduction in the farmer's loss due to smut if they will but induce their patrons to have seed wheat thoroughly treated with copper carbonate. Unless farmers do see fit to treat their seed wheat, they must expect a reduced yield per acre and a discount on smutty wheat in keeping with the discounts prevailing in the terminal markets. The shipper must stand for these discounts whether he discounts his purchases or not.

EVEN mixing of the grain in the car aids the sampler and saves the shipper from the loss due to the probe striking a pocket of low grade grain, forcing the inspector to grade down the entire carload.

ALL POLITICIANS seem to be obsessed with the idea that the only way to help a farmer is to induce him to plunge deeper and deeper into debt. The guiding ambition of every successful business man always has been to get out of debt.

STRIKES by farmers to force holding back of products with the purpose of getting higher prices will be ineffective as long as they are sporadic. Mob rule that spells loss to all participants should not be encouraged by grain buyers whose duty is to accept grain from all comers at all times. It is unfair to the consumers to force high prices for the rescue of high cost producers on poor soils unsuited to grain production or lacking in fertility. Given free play the law of the survival of the fittest will drive the marginal producers out of the field and leave a better market for those who remain.

A MOVEMENT is on foot in Oregon to curtail the movement of "wholesalers on wheels," as some of the truck men are known. With constant evidence that the trucks do not stay in business long and that large numbers of them are delinquent on taxes, it is expected that the next Oregon legislature will receive a bill providing for licensing of trucks carrying more than one ton of any agricultural commodity, so as to bring them under supervision of the state department of agriculture. Curbing the merchandising activities of the truckers by legislation is so difficult the experiment will be watched with unusual interest by all merchants and millers.

GRAIN BUYERS at Clinton, Minn., have been bulldozed so often into paying liens on grain purchased in the open market they have finally entered into an agreement not to pay for any grain until all liens are released. By joining together and getting weekly reports on all farm liens registered in the County Recorder's office buyers of some counties have avoided much trouble, others get statements from sellers that grain is free of all liens by stamping declaration to this effect on back of each check issued in payment for grain. Caution has saved many dealers from paying for grain a second time.

"SELLERS' STRIKES" among the grain growers of the surplus states, according to the agitators, who are trying to promote the holding of grain off the market, are rapidly gaining new supporters. While this ill-advised campaign may help the agitators, farmers can not hope to realize much benefit unless they are in position to hold their grain until the market reaches the price they desire. Any publicly advertised campaign for boosting prices of any commodity by the producers is sure to win resentment of buyers and stimulate a buyers' strike. While grain dealers are always glad to see farmers get high prices they recognize that the speculator who works under cover invariably gets the better results.

SEED LOANS by the Government not only complicate the business of buying grain in the open market, but encourage growers to hold their crop when they can not realize enough from its sale to repay the loan. Many other farmers are holding, not because of the liens, but because they are not satisfied with the low Farm Board price, and we do not blame them.

THE COIN BORERS who have made the infestation of a few corn fields with corn borers an excuse for extracting millions of dollars from the national treasury have won the persistent opposition of one Ohio vigilant who has again written a letter for our "Letters" department on this subject. If all taxpayers would interest themselves in the wasteful extravagance of the bureaucrats, the tax eaters would not get away with so much public money.

FROM present indications more business men will take an active interest in the congressional election this fall than ever before. All farsighted merchants have come to recognize the depressing burden of our great army of lazy bureaucrats and the handicaps to business of needless governmental regulations and restrictions. The business men are determined to get relief from extortionate taxes and strangling restrictions and none hesitate to demand explicit promises from their favorite candidates for the removal of these discouraging factors. The more vigorous the campaign conducted by business men for this needed relief the sooner will it be granted.

RECENT INSPECTION of the contents of fire extinguishers placed in Kansas grain elevators for the purpose of extinguishing fires in their incipency disclosed the alarming fact that some of these extinguishers contained water only. Careful investigation in each case disclosed the fact that a traveling sharper had charged grain dealers two to five dollars for filling their extinguishers with carbon tetrachloride. The presumption is that the traveling sharper has also sold some second hand extinguishers which he took from other elevator men for repairs and forgot to return. It is far safer to require unknown traveling salesmen to prove their authority before consummating any business transactions with them.

THE UNSATISFACTORY work of an inspector licensed under the Federal Warehouse Act to inspect and to weigh grain recently has disclosed the fact that the Dep't of Agriculture is licensing men to grade grain under two different acts and by two different bureaus. One requires that the persons licensed shall not be interested either directly or indirectly in the grain or be in the employ of persons who are interested. Under the Warehouse Act both inspectors and weighers employed by grain buyers can obtain a federal license to perform these two services. This is misleading and confusing to shippers and unfair to sellers. The second set of inspectors casts a reflection on the service rendered by the inspectors licensed under the Grain Standards Act. If the grain trade associations would send a delegation to Congress or point out this inconsistency to Congress, it should not be a difficult matter to have the confusing confliction rectified.

SENATOR NORBECK'S bill allotting the acreage of each agricultural product to be permitted farmers, counts on all farmers meekly submitting to the domineering dictation of the government's allotment commission which will be set up under the law if enacted, and if this ridiculous bill does become a law, the number of governmental employees will be double because of the need of a large corps to figure how many acres each farmer is to be permitted to produce and then to check up his production to see that he does not ignore the acreage allotted him by the autocrats. Most citizens are so disgusted with governmental regulation and strangulation of different business activities, they will hesitate a long while before permitting the production activities of our farmers to be regulated by our politicians.

Effect of Truck Competition

Shippers of grain and other commodities still carried almost exclusively by rail are affected indirectly by the competition of the motor truck highway carriers with the rail carriers. To remain in business the rail carriers are holding up the rates on such business as they control, lumber, coal and grain.

The attorney of the Missouri Pacific told the Interstate Commerce Commission Aug. 16 that truck competition had cut the revenues from cotton of the Missouri Pacific from \$3,000,000 to \$1,000,000 a year, and that unless the company was permitted to make the low rates effective as proposed it would have to retire from the cotton traffic.

Regulation of the highway carriers with a view to making it more difficult for them to compete with the rail carriers meets obstacles in the exemption of the contract truck carriers. The railroads paid \$354,000,000 in taxes in 1930, while all motor vehicles paid \$1,000,000,000. The real obstacle to regulating the trucks is that the individual operator can not be told by state or federal authority what he must charge for the haul. Not enjoying a monopoly the individual operator can make his own rate, hauling at less than cost to get a return load, just as the boats carrying grain from Duluth to Buffalo can make their own rates.

The highway carriers are becoming more strongly entrenched and are here to stay.

The railroads are fighting for their lives, hampered in the struggle by burdensome regulations imposed by 40 state commissions and the Interstate Commerce Commission. These regulations date back a generation ago when there were no highway motor trucks and were based on the theory, then correct, that the rails enjoyed a monopoly that would have to be curbed to protect the public interest. Truck competition has destroyed this monopoly and the public needs no protection against high rates as long as discrimination is prevented. When a railroad company for sound business reasons sufficient for its management desires to lower rates it should be allowed to do so without first asking permission from any state or federal commission. Give the railroads the right to run their own business and they will meet truck competition to the advantage of the public.

British Duty on U. S. Wheat

When the Congress of the United States created the Federal Farm Board it gave birth at the same time to a Frankenstein destined to destroy American agriculture. With \$500,000,000 of ammunition the Farm Board went gunning for the European consumer in an attempt to hold up the price of wheat that the foreigner had to buy. Europe retaliated by stimulating domestic production, as in Italy, described by Mussolini as the "Battle of the Wheat."

The finishing touches to the wreck wrought by the Farm Board are accomplished in the agreement by the British Imperial Conference at Ottawa to have a duty levied in Great Britain of 6 cents per bushel on wheat from foreign countries, including the United States.

After the ignominious failure of the United States Government thru its Federal Farm Board to raise the price of wheat, recourse has been had by the Government's Stabilization Corporation to the dumping of wheat in Europe and Asia, and in South America in exchange for coffee.

Such dumping has been taken cognizance of by the Imperial Conference in an agreement to put a stop to what is described as "state controlled competition." This provision will apply to an equalization fee, debenture plan or the allocation scheme of Senator Norbeck, and could be employed to prohibit entirely all imports of wheat into the United Kingdom from the United States or Soviet Russia.

The mischief has been done. The damage will be irreparable. We are to lose the market afforded by our best customer, all thru the ill-advised interference of government with the natural course of trade in grain. Canada as the beneficiary of the new duty and exclusion of bounty-produced wheat will grant preference to British products, closing the door to a variety of articles hitherto imported from the United States.

Such policies of reprisal are unfortunate for all countries affected. How much better would it not have been to have adopted a treaty of reciprocity such as was negotiated several years ago between Canada and the United States having 3,000 miles of contiguous territory.

THE MILD mannered buccaneer seems to be more intent upon scuttling the Board of Trade ship than in promoting the interests of his own national grain corporation.

Time to Protest

The offer of the Federal Farm Board to trade 2,500,000 bushels of its surplus wheat stocks for 40,000 tons of Chilean nitrates again advertises to the world the government's surplus holding of wheat and its eagerness to dispose of it. This will help to relieve any uneasiness foreign buyers may have regarding needed supplies.

The Farm Board and its subsidiaries have made so many blunders that have proved extremely expensive to United States producers, the time is ripe when all growers should convert their enthusiasm for dollar wheat into a vigorous protest against the depressing tactics of the Federal Farm Board. In the interest of the producers, these meddlers should be thrown out of office and the government's activities be discontinued in all agricultural marketing lines.

Members of Congress now have ready ears for the needs and demands of their constituents and the time is ripe for everyone interested in terminating the present business depression and in giving United States farmers more buying power to protest vigorously against the toleration of these meddling bureaucrats. The press of the land is a unit against the extravagant and wasteful methods of our Federal sap suckers and the taxpayers are determined to be relieved of this burdensome load, so it should be easy to secure the repeal of the Agricultural Marketing Act and the abolition of the Farm Board.

WHY some grain shippers persist in paying more for grain than they can get for it is past understanding. Giving away your money to prevent your competitors buying grain on a safe margin is so ridiculous as to call for the early appointment of a guardian. Old grain buyers now spending their declining days in the poor house will vouch for the folly of over bidding the market.

THE FALLING off in the number of bank failures is contributing to the feeling of security by grain shippers who were in fear that the banks collecting drafts for grain sold might fail. As the skies have now cleared we can look back and realize how serious the condition must have been when the R. F. C. found it urgent to make loans of \$736,000,000 to 4,190 banks and trust companies, forming more than 20 per cent of all the banks in the country and having 15,000,000 depositors.

Wheat

What a history it had, wheat!

Why had she never tho't of it before?

Handed down from the Aryan forefathers,
Their chiefest treasure, alive more than ever
When they were crumbled dust in their graves—

Living as ideals live on long past the death
Of those who cherished them.

—Dorothy Canfield Fisher.

Passage of Title to Grain

Altho approved by the attorney-general of Nebraska the state law declaring grain to be stored for the account of the farmer if not paid for in 10 days is of doubtful validity; and any grain buyer desiring to escape the penalties of the storage law could take advantage of this flaw in the law by an appeal to the higher courts.

The Kansas City Court of Appeals in *Jensen v. Turner Bros.*, 16 S. W. (2d) 742 held correctly that:

Where there is a present sale for price to be determined by future conditions or at future date, and date is designated or ascertainable, present title passes to purchaser, and plaintiff's remedy would be on contract for unpaid purchase price and not in tort for conversion.

This ruling makes it clear that the receipt in an elevator on a contract to pay a price to be set later constitutes a sale of the grain and not the bailment alleged by the Nebraska law.

So, too, the Supreme Court of Alabama, in *South Carolina Cotton Growers Ass'n v. Weil*, 126 South. 637 held that:

To constitute a valid enforceable executory contract for sale of personality, the fixation of the price of the commodity is an essential element, it not being necessary, however, that price be definitely fixed at the time the contract is entered into, since the parties may stipulate for fixation of price on a future event relevant to the transaction in which the parties are interested.

Owner Liable for Injury in Leased Elevator

Leander A. Booten, while oiling bearings on the car puller shaft had his clothing caught and wound around the shaft, breaking his arm and leg. For the injury he brought suit against the Chicago & N-W. Ry. Co., owner of the elevator at Council Bluffs, Ia., leased to and operated by the Updike Grain Co.

Booten got judgment, but the decision was reversed on account of an error in excluding the testimony of the state factory inspector.

Judge Kenyon of the U. S. Circuit Court said:

I do not think it was the purpose of the statute to relieve the owner of liability unless he was in control, but that the intent was to place the duty primarily upon it to install guards and housings to protect employees from danger where the same is practicable at such places as they may likely receive injury.

To more effectively accomplish the purpose of safeguarding human life, the statute has placed a duty upon those persons to whom the owner or lessee would naturally delegate authority, i. e., superintendents and agents. They would be the ones with whom the state factory inspector would come in contact, and would naturally be the ones to call the owner's attention to machinery in need of guards or housings. Imposing the duty upon such persons as well as the owner, and bringing them within the penal provisions of section 1494 (2) of the Factory Act, as well as within the resulting civil liability to persons injured, was in all probability thought by the Legislature to be a way of making section 1487 really preventive of injury to human life and limb; and was not intended to accomplish the purpose of relieving the owner.

If under the act the owner has no duty to see that proper guards are provided as to dangerous machinery unless he is in charge of the business, and a lease were made to an irresponsible tenant, the owner would escape liability and the act be easily circumvented. It was the duty of the owner here to install the safety devices if it was practicable so to do at places where employees were likely to receive injury.—57 Fed. Rep. (2d) 786.

A Challenge, Not A Catastrophe

This depression has cost us some of the things we created, but it has robbed us of none of our power to create. It is a CHALLENGE, not a catastrophe. A generation which has climbed above the clouds and lived in the stratosphere, that has conquered the air and sent giant planes circling the globe, which has plunged into the deeps and disported on the ocean's floor, is now faced with the challenge to rise above its dependence on mere things and seek an emancipation of the spirit of man.

The last six months have been for many men a thrilling spiritual adventure through which they have discovered their real wealth. Bereft of dividends and profits they are discovering the sustaining powers of a strong religious faith, the abiding values of courage, heroism, honor, charity and trustworthiness.—Roy L. Smith in *The Rotarian*.

Asked—Answered

[Readers who fail to find trade information desired should send query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Rentals and I. C. C.?

Grain & Feed Journals: In defense of an increase in rental for elevator site on right of way from \$25 to \$150 per annum the real estate and tax agent, W. R. Gibbons, of the C. C. & St. L., writes that under the law and rulings of the Interstate Commerce Commission the carriers are required to get a fair return on the facilities leased. Does this ruling warrant an exorbitant charge?—J. H. Craig, West Liberty, O.

Ans.: The I. C. C. does not exercise jurisdiction on individual sites, but in a general way has indicated that rentals should be fair. The federal authority comes in when free use of a facility constitutes a rebate to shipper who is subject to prosecution by the Dept. of Justice. Rentals are an intrastate matter.

It is advisable to tender the railroad company a check for a fair rental, stating on the check what it is for, and accompanied by a letter stating how the fair rental was arrived at by 6% annually on sites value basis value of adjacent lands. It might be well to call the attention of the division freight agent to the attempt of his real estate agent to discourage a shipper.

Finality of Weight Certificates

Grain & Feed Journals: On shipments made to Roanoke, Va., returns are being made on the basis of certificates of grade signed by the same party signing as weighmaster.

The grade certificates have imprinted "Roanoke City Mills, Inc. Grain Inspection Department," and the signature of the inspector is followed by the words "Federal Licensed Inspector No. 3064."

The weight certificates are on a blank form purporting to have been sworn to before a notary public, all with the apparent purpose of making them more acceptable, altho notaries public know nothing about weighing and an affidavit is only necessary for private weighmen. This seems to contradict a statement in a letter from the buyer, that "This wheat was weighed by a federal licensed weigher." If he was federally licensed to weigh, why bother with the affidavit before a notary when an official certificate is prima facie evidence in any court?

Following is a comparison of shipper's weight, railroad weight and Roanoke Mills weight:

	Car Number	Shipper's Weight	Railroad Weight	Mill's Weight
N. & W. ...	45257	90,000	90,600	88,000
N. & W. ...	45383	90,000	90,200	86,900
N. & W. ...	45464	90,000	91,300	.....
N. & W. ...	45018	90,000	91,000	.....
N. & W. ...	120776	90,000	91,400	.....
N. & W. ...	64830	72,000	72,300	.....
N. & W. ...	65019	72,000	73,000	.....
N. & W. ...	64699	78,300	79,500	.....

*Grain door weights are to be deducted from the railroad weights.

Under the circumstances which of these weights are to be used in settlement?—Scioto Valley Shipper.

Ans.: From the facts presented a jury would be expected to decide in favor of shipper's weights rather than those of the buyer at Roanoke.

Shipper can not force settlement on his own weight if the contract calls for destination weight, in the absence of fraud or proved error. Even so, if the railroad weight was taken at the destination such weight would be available to shipper as a basis of settlement.

As against the railroad company in claims for loss in transit the courts use the shipper's weight on the principle that the railroad is responsible for the actual loaded weight at point of origin. In this case the loss may have occurred between the railroad scales and the mill, if there was a loss, and shipper can not be held for the shortage, if any, unless he sold on destination mill weights, in which case the shipper would have recourse against the carrier.

Thresher's Lien?

Grain & Feed Journals: A farmer put his wheat in storage in the elevator and has not sold it nor paid the thresherman. He claims the threshing bill is not collectable after 8 months. How about it?—J. L. McKinney, South Side Elevator, Rock Falls, Ill.

Ans.: If thresherman has given notice to buyer before settlement for grain thresherman can wait to start suit, provided he brings suit within nine months, under the Illinois law.

Landlord's Claim?

Grain & Feed Journals: A tenant rents a farm on shares, no cash rent for hay or pasture land. Before he moves he delivers what he claims is his share of the corn to us and the landlord claims he owes to him \$50 for various things in connection with the operation of the farm. The tenant denies the obligations. We have taken the stand of not paying either party until they get together and agree. Can we legally do this and what is the best course for the landlord to pursue in case the tenant refuses to settle? If the landlord demands the amount he claims from us should we pay him or would we be liable to suit by the tenant?—Wakefield Grain Co., Waterman, Ill.

Ans.: If the \$50 claimed by the landlord is not for rent he has no lien. If the rent in shares has been paid the landlord will have to proceed as an ordinary creditor to collect the amount due him by suit, judgment and levy, and then only on crops unsold and still in possession of tenant. Prior to such levy it is safe for the buyer to pay the tenant, if the landlord admits that the rent has been paid.

Check Tax Exemption

In his revision of July 30 the Commissioner of Internal Revenue has clarified his ruling on exemption of checks from the 2c tax; but does not modify the method of obtaining the exemption as explained on page 73 of July 27 number, which still meets the requirements. The latest ruling is:

A draft in form drawn upon the drawer, or upon any officer of the drawer, and made payable at or thru a designated bank is an order for the payment of money and subject to the tax, unless the bank is under no obligation to the drawer direct or implied to pay such instrument and is without authority to charge the amount thereof against an account of the drawer. The instrument would not be subject to tax in the absence of both such obligation and such authority.

Contract Protection against Norbeck Bill

Under the Norbeck bill which will probably come up for consideration when Congress meets a tax will be levied of 42 cents per bushel on wheat, to be collected from the grain buyer or miller, or other processor. To shift this tax to the consumer it is suggested by the Millers National Federation that sales contracts have attached to them the following:

The price named in this contract is exclusive of any tax or imposition now or hereafter levied or imposed by the United States or any state thereof, or any governmental agency, upon grain or grain products, or upon the manufacturing, processing, sale or distribution thereof, and such tax or imposition, if levied or imposed, shall be added to the price fixed in this contract, and shall be paid by the buyer to the seller.

The Norbeck bill is taken seriously, altho its provisions involve the government in acre-

age control and in the distribution of the proceeds of the tax to the contracting farmers.

The Reverend Huff Gets Rough

BY ARTHUR W. CUTTEN

The Reverend Clarence E. Huff, as a follower of the Prince of Peace, comports himself atrociously and would do well to strip himself of all insignia of allegiance to his former Master, because when Huff gets rough the title of Reverend becomes nothing less than sacrilegious, losing entirely its caste and significance.

This is predicated on his latest unprovoked tirade against the grain exchange system of pit trading for future delivery as upheld by the Supreme Court of the United States. He therein presents to the public thru the press the staggering statement that the grain pits are not needed, and that the closing of the Board of Trade would work no hardship. This statement in itself is entitled to the booby prize for ignorance, being a direct reflection on the action of Congress ten years ago when the Grain Futures Act was passed, with its licensing system, in order to perpetuate the activity of the Board of Trade and especially contracts for future delivery.

Economists have held that "the elimination of future delivery trading for any commodity of yearly production creates a monopoly." Can it be that the Reverend Huff has dropped his "mantle of charity" or "brotherhood of love," or has abandoned the Golden Rule itself, with monopoly as his ultimate goal? We must not overlook his repeated statements that on money borrowed from the Farm Board his corporation was already handling 25 per cent of the grain business of the country.

During the late war, when the slogan was "Food Will Win the War," Sir Herbert T. Robson was the accredited buyer for the Allies. His experience extended around the world. We quote from his letter on this subject of trading for future delivery:

"I am most emphatically of opinion that the hedging methods employed in North America, by the use of the Chicago and Winnipeg markets, are the most efficient and economical methods employed anywhere in the world, and that outside America, and to some small extent in the River Plate, all grain is held by dealers, merchants, and millers in a speculative manner. . . . The point which I wish to emphasize to you is that the grain trade of the world, except in America, is entirely a speculative trade. . . . The merchants of North America are the only merchants who habitually keep their grain hedged, and who aim at a definite commission for handling grain."

This should be sufficient answer to Reverend Huff's statement that the grain pits are not needed, but for further substantiation of the efficiency of such contracts, we have only to point out the following products bought and sold, hedged and unhedged, through contracts of this nature: Hides, cocoa, rubber, coffee, silk, tin, not to mention cotton, sugar, cottonseed oil and hog products.

"Destructive to Farmers' Interests"

"The departure of the Farm Board from its original purpose by making loans to farmers' co-operatives to preserve prices from panic served the emergency, but such action in normal times is absolutely destructive to the farmers' interests.

"We still have vast problems to solve in agriculture. No power on earth can restore prices except by restoration of general recovery and markets. Every measure we have taken looking to general recovery is of benefit to the farmer. There is no relief to the farmer by extending government bureaucracy to control his production and thus curtail his liberties, nor by subsidies that bring only more bureaucracy and ultimate collapse. I shall oppose them."—From President Hoover's Speech of Acceptance.

Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. When you have anything to say of interest to members of the grain trade, send it to the Journals for publication.]

Suffering from Coin Borers

Grain & Feed Journals: In the August 10 number of the Journal I note that the state officials of Illinois, Iowa, Missouri and Kansas, apparently led by Doctor Sullivan, appear to be perturbed on account of the purported activities of the humble and comparatively harmless corn borer.

If the prosperous taxpayers of these various states choose to spend their money foolishly this is their opportunity. The corn borer has been in Ohio for more than a hundred years. No material ill effect to crops has as yet been noted.

Our farmers generally are not now and never have been active or interested in securing public funds for corn borer control purposes, but delegations of our better farmers attended the hearing in Washington a few years ago to oppose any further appropriation of public funds for that purpose.

The hearing held before the House Agricultural Committee in Washington, D. C., on Jan. 24, 25, and 26, 1923, and on March 27, 28, and 29, 1928, should be read by the taxpayers of these states before the COIN borers proceed too far with their pet scheme.—Yours truly, E. T. Custenborder, Sidney, O.

Dual Set of "Federal Licensed Inspectors" Confusing

Grain & Feed Journals: Recently I have seen certificates of grade and of weight issued by Renee Hebert who signs himself as "Federal Licensed Inspector No. 3064." The inspection certificates showed very clearly that they were issued under authority of the "Roanoke City Mills, Inc., Grain Inspection Dept." Knowing it is contrary to the spirit of our federal law providing for the grading of grain for a licensed inspector to be in the employ of the man whose purchases he graded, a friend wrote to H. J. Besley, in charge of the Grain Division of the Bureau of Agricultural Economics and was advised that Mr. Hebert was not in the employ of that division, hence was not licensed to inspect grain under the United States Grain Standards Act. This Act governs the inspection and grading of grain moving in interstate and foreign commerce only and Sec. 7 of that Act provides:

"That no person licensed by the Secretary of Agriculture to inspect or grade grain or employed by him in carrying out any of the provisions of this Act shall, during the term of such license or employment, be interested, financially or otherwise, directly or indirectly, in any grain elevator or warehouse, or in the merchandising of grain, nor shall he be in the employment of any person or corporation owning or operating any grain elevator or warehouse."

However, I learned that Mr. Hebert is licensed by another Bureau of the United States Dep't of Agriculture known as the Warehouse Division which is authorized to license warehousemen and also to license their employees to act as inspectors and weighmaster for grading and weighing their purchases of grain. All this is under a law known as the United States Warehouse Act.

Doubtless many shippers will be puzzled by this inconsistency of federal laws and conflict of federal regulations of the grain business. It has long been recognized that gradings and weighings of shippers should be entrusted to disinterested parties if the service rendered by the so-called inspectors and weighers is to be free from bias.

If one bureau of the Agricultural Dep't is to license men trained to grade or weigh grain,

then that bureau alone should be permitted to issue federal licenses for men for such service, and they should be responsible to the bureau alone. If there is any excuse for the Dep't of Agriculture's issuing licenses to inspectors or weighers through more than one bureau, I fail to recognize it.—R. H. Brundige, Kingston, O.

Coercion Not Enough to Hold Raisin Pool

Grain and Feed Journals: One of the earliest of the Sapiro inspired pools formed many years ago was the California Raisin Growers, which has had an educational effect not expected by the promoters. Raisin growers have become convinced that pool theories do not work out in practice, and it now seems probable that the raisin pool will go out of existence, due to failure to get signers to contracts for 85% of the acreage as demanded by the Farm Board prerequisite to financial aid.

By Aug. 12 barely one-half of the required 210,000 acres has been signed up, and unless 180,000 acres are contracted by Aug. 27 the membership campaign will be abandoned and the pool go out of existence.

The president of the pool said recently: "Even a successful campaign, desirable as it is, if not based on good will, cannot bring us satisfaction or prosperity, and it is now apparent that if the usual methods are employed during the remainder of the campaign and should bring success, that the growers who sign their contracts under the influence of fear and coercion are a liability rather than an asset, that bodes no good for the future."—Fresno.



Arthur Speltz, Albert Lea, Minn., Deceased.

Where Is the Man of Yesteryear?

Grain & Feed Journals: Have all the real he men departed from this earth or are they just in hiding or being hoarded, like the gold eagle?

Where is the MAN, who in years past came into your elevator with a cheery greeting, or "Gooten dach," and asked the price of corn or wheat, and sold you 5000 bus. with only a verbal agreement to bind the bargain, and then delivered every bushel sold, regardless of the fact that the market had gone up 5 cts.?

After he finished hauling, he took out a couple of tons of tankage and a like amount of oil meal, along with a ton of bran and one of red dog, and said "deduct it from my check."

When you gave him the check for balance due he smiled and thanked you and said he was glad you would not lose on the grain. (And he meant every word he said.) The chances were he could not wear a boiled shirt with comfort, nor could he talk without a broken accent, but, boy, oh boy, he was a MAN from the soles of his feet to the tip of his tousled hair.

When he was short of cash, he would come into your office and state his needs and you would (without hesitation) reach for your check book and ask him, how much do you need, and write the check according to his dictation. Remember when he was leaving he would state, "as soon as my barley is threshed I will haul it in to pay you back," and he kept his word.

In those days little was known of higher education, hence the HE man paid attention to his own wife (not his neighbor's) and helped her raise the family and saw to it that the children had a common school education and at the same time were taught to work. The boys at twenty-one being capable of managing a farm of their own, and the girls were able to get three meals a day (real nourishing meals) without the aid of a delicatessen, or can opener.

When a bad year came, did these old fashioned folks sit down and howl for "farm relief," while they continued to live in luxury at the expense of the merchant and the banker? Did they continue to buy silk stockings at \$1.00 per pair, and permanents at \$7.00 a throw, and did they divert the weekly cream or milk check from the landlord or the banker, to meet the payment on a \$1000 luxury?

Such a thing was considered criminal in those days. Every economy was practiced, which was necessary to save the money to meet all debts when they came due.

The result of these old fashioned practices was, every town large or small had its Savings Banks (and they were open for business). Iowa farmers could go in and borrow their needs without security other than their name on a note.

If progress and higher education continue for the next ten years, with conditions such as in the past, why not turn back 20 years and start all over? We may not be able to swell out our chests and "throw so much bull regarding our progressiveness," but we will be solvent. Yours truly, E. H. Anschutz, Long Grove, Ia.

Death of Arthur Speltz

Arthur Speltz of Albert Lea, Minn., passed away Aug. 7 after an illness of several months that a few weeks ago developed into pleurisy.

Mr. Speltz was born on his father's farm in Winona County Aug. 8, almost exactly 51 years before his death. Removing with his parents at the age of 12 to Winona he completed his education at the State Normal and Commercial College.

At Myrtle, Minn., at the age of 20 he engaged in his first business venture in charge of an elevator as a partner of his brother, Theodore, five years later going to Albert Lea, where the Speltz Grain & Coal Co. was incorporated. As manager of this enterprise he increased it and added an implement department.

His acquaintance with the dealers in Minnesota, Iowa and South Dakota was enlarged

[Concluded on page 164]

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Decatur, Ill.—This weather is now making heavier corn and larger beans, also more bushels of same per acre. Our promise now is for one of the largest corn crops ever grown here; the Illinois report says the largest since 1925. Many fields are now past the roasting-ear stage and the grains are beginning to dent.—H. I. Baldwin & Co.

Helena, Mont., Aug. 1.—Altho reduced about 20% by heat damage in July, Montana's wheat crop still promises to exceed the average production of 1924-1928. The present estimate of 59,694,000 bus. compares with 73,744,000 bus. that was indicated a month ago; 14,684,000 bus. harvested in 1931 and the 1924-1928 average production of 58,197,000.—J. G. Diamond, senior agri. statistician.

Springfield, Ill., Aug. 17.—Corn is generally excellent the progress in the northern dry section was not satisfactory, and the rains needed in scattered southeast areas came too late to be of most benefit. Corn is down in some fields due to soft ground. Threshing the remaining oats and plowing is being retarded by rains. Soy beans, alfalfa and clover improved due to frequent showers.—W. F. Feldwish, meteorologist, temporarily in charge, U. S. Dept. of Ag.

In Oklahoma moderate to heavy showers were general recently over the northern sections. The drought has become critical in south central, west central, southwestern and extreme northwestern areas. Corn is in good to excellent condition on bottom lands, but mostly poor to only fair on the uplands; early corn is maturing fast and will not be materially affected by future rain; late corn needs rain except in areas that received good showers during the past two weeks.—A. Mackenzie, frt. traffic mgr. Rock Island Lines.

Springfield, Ill., Aug. 13.—Illinois corn prospect is the best since 1925. Oats and soy beans are up to average or better. Other crops mostly late from near average downward, according to the Aug. 1 survey. Threshing of winter wheat is practically completed and well advanced for other grains. State winter wheat yield per acre is 15 bus. Corn is about 10 days ahead of normal, with much of the crop now in the roasting ear stage. Stands are tall and heavy, especially in the upper two-thirds of the state or the main corn belt.—U. S. and Ill. Depts. of Ag.

Indianapolis, Ind., Aug. 17.—Good rains fell in many southern areas previously droughty, greatly improving corn and other growing crops, although on hills in the southwest considerable corn was too much shriveled by drought to recover. Corn, on the whole, made very good to excellent advance during the week, but many localities in the east and north would now be benefited by further substantial rains. In the better watered areas much of the corn has been made. In the north many fields are in milk, while to the southward considerable corn is denting. In the north the last of the oats crop is nearly through the machine, with mostly fair to good reports.—J. H. Armington, meteorologist, U. S. D. A.

Toronto, Ont., Aug. 10.—Frequent rains during the month in western and central Ontario delayed harvesting operations somewhat but improved crop prospects generally. Spring wheat, oats, barley and mixed grains improved but yields are expected to be lower than last year, due to unfavorable weather at seeding time and during the first three weeks of June. Harvesting of barley and early oats was expected to be general during the first week of August in western Ontario and during the following week in eastern Ontario. Rainfall was insufficient in eastern Ontario and crop prospects registered further decline. A large acreage of buckwheat has been sown and appears to be in first class condition.—Ontario Dept. of Ag.

Minneapolis, Minn., Aug. 17.—Crops vary greatly as to yield and test weight in different localities. Our reports from those districts where threshing is completed or well under way indicate that wheat will run approximately 14 bus. to the acre of 57 lb. average test weight,

barley 20 to 25 bus. to the acre of 44 lb. average test weight, and oats 30 to 35 bus. to the acre of 32 lb. average test weight. Wheat is generally of better quality than anticipated. Southern Minnesota reports some very large yields of oats. The returns on rye indicate a fairly good crop. Thruout the territory corn is from fair to good. Isolated districts report serious damage, and everywhere rain is needed. Corn is well advanced, and kernels have begun to dent.—Van Dusen Harrington Co., by Paul C. Rutherford.

Columbus, O., Aug. 12.—The Aug. 1 condition of corn at 81% is 2 points above last month and 1 point above average. The forecast is for 38 bus. per acre, or 134,520,000 bus., compared with 160,920,000 bus. last year. Winter wheat yield per acre is placed at 20.5 bus., which is 9 bus. below the record yield last year. Estimated production is 31,939,000 bus., compared with 50,534,000 bus. in 1931. Oats were a very poor crop, especially in the southern half of the state, where drought early in the season caused weedy fields and short straw, and many fields could not be cut with the binder but were cut for hay. The forecast of yield per acre based on the Aug. 1 condition of 60% is 25 bus., or 10 bus. below average and 12.5 bus. below last year.—U. S. Dept. of Ag. and Ohio Ag. Ex. Sta. co-operating.

Lafayette, Ind., Aug. 16.—The Hessian fly is more abundant thruout Indiana this year than it has been for a decade, according to C. M. Packard, of the Bureau of Entomology of the U. S. D. A., who is working in co-operation with the Purdue University Ag. Exp. Sta. Samples collected from more than 200 fields by the bureau show an average infestation of 41% of the stems. Some fly was found in every sample examined, the maximum being 100% and the minimum 4%. Material injury to the 1932 crop occurred in all parts of the state, some fields being practically ruined. While parasites of the fly have killed a larger proportion of them than usual, enough are surviving the summer to produce heavy infestations next fall if weather conditions are favorable. During the seasons of 1920 and 1921 the Hessian fly caused severe and widespread injury when proper measures were not taken to prevent it.—Purdue News Service.

Jefferson City, Mo., Aug. 13.—Corn condition of 81% normal forecasts 29 bus. per acre. Corn did well in north Missouri during July, having sufficient moisture, but during the middle of the month in other sections it suffered from lack of moisture and high temperatures. Chinch bugs have done some damage. Winter wheat production is 15,994,000 bus., an average of 11.2 bus. per acre; quality is fair and threshing has been mostly completed. Oats were badly injured by early drought; yields are fairly good in the northern third of the state, poor in the middle section and very low in most of the southern counties; the August estimate is for 15.5 bus. per acre. Barley condition of 61% indicates 16 bus. per acre, compared to 83% last year, yield 24 bus. Buckwheat 84% and 75%, indicated yield 10.5 against 10 bus. Rye 7.5 bus. on 25,000 acres this year, compared with 12 bus. per acre on 28,000 acres in 1931.—E. A. Logan and Jewell Mayes, of the Mo. Co-op. Crop Reporting Service.

Topeka, Kan., Aug. 11.—Hot, dry weather during July levied heavy toll on the Kansas corn crop, which is now estimated at 131,148,000 bus., or 51,002,000 bus. less than on July 1, when prospects were almost ideal. In the eastern third of the state corn held up fairly well and acre yields promise to be average or better; some fair to good corn in the central and south-central section, but most of the crop in the western third of the state and in some north-central counties was injured beyond recovery and will make only fodder. The crop is rated less than 50% of normal in these latter areas. Grain sorghums condition of 72% of normal indicates an average yield of 12.5 bus. per acre. The preliminary estimate of winter wheat production is 90,948,000 bus., against 81,510,000 bus. forecast on July 1, and 239,742,000 bus. produced last year. Threshing returns show higher yields per acre than expected a month ago. Protein content is much above average. Threshing was nearly finished by Aug. 1. Preliminary estimate of oats production is 33,088,000 bus., against 33,858,000 bus. forecast on July 1. Yields average 21.5 bus. this year, compared with 27.5 bus. last year. The barley crop is estimated at 10,248,000 bus., compared with last year's crop of 8,726,000 bus. Acre yields average 14.0 bus. this year, compared with 15.5 bus. last year. Spring wheat production is indicated as 153,000 bus., against 126,000 bus. last year. Rye

production estimate is 188,000 bus. this year, 300,000 bus. last year.—U. S. Dept. of Ag. and Kansas State Board of Ag. co-operating.

Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Sept. 7-8. Michigan Bean Jobbers Ass'n, Old Hotel, Lansing, Mich.

Sept. 14-15-16. Pennsylvania Millers & Feed Dealers Ass'n, Americus Hotel, Allentown, Pa.

Sept. 19-21. Grain & Feed Dealers National Ass'n, French Lick Springs Hotel, French Lick, Ind.

Grading of New Wheat

Chicago, Ill., Aug. 24.—The Federal Grain Supervision today summarized grading of the new hard red winter and soft red winter wheat crop as follows:

Market	Average H.R.W.	Test S.R.W.	Average Moisture	For- eign Re- ceipts	Average Ma- terial	Average Dam- aged
Buffalo	60.5	12.7	0.6	1.2		
Toledo	60.4	11.6	0.7	0.8		
Baltimore	58.5	14.0	1.5	2.5		
Phila.	59.0	12.6	0.9	1.0		
Louisville	59.3	12.6	1.5	...		
Cairo	57.5	13.0	...	...
Nashville	58.6	12.1	...	...
St. Louis	59.7	11.8	...	...
E. St. Louis	59.7	11.8	...	...
Cincinnati	58.1	12.2	...	0.5		
Indianapolis	59.7	11.8	...	...
Chicago	59.3	12.0	...	...
St. Joseph	58.3	12.0	...	...
Omaha	59.5	11.6	1.9	1.0		
Kan. City	59.3	...	...	...
Wichita	59.0	...	13.0	...		
Okl. City	58.5	...	11.5	...		
Enid	58.5	...	12.1	0.2		
Ft. Worth	58.6	...	...	...
Denver	58.7	...	10.2	...		
Great Falls	61.7	...	10.3	0.7		
Seattle .....	...	58.6	8.5	0.5		
Ogden	60.6	...	9.6	...		
Spokane	61.8	...	9.5	...		

*Sprouts.

Government on Minor Crops

Washington, D. C., Aug. 11.—The U. S. Dept. of Agriculture gives the following reports on condition and production:

FLAXSEED		CONDITION		PRODUCTION	
		1919-28	1932	1932	1932
State	Per cent	1919-28	1932	1932	1932
Minn.	83	74	7,264	6,027	5,856
N. Dak.	77	54	10,330	3,521	6,600
S. Dak.	81	58	3,784	462	1,125
Kans.	78	78	243	336	318
Mont.	67	56	1,293	416	1,520
U. S.	76.7	61.3	23,287	11,071	15,812

BEANS (Dry, Edible)		CONDITION		PRODUCTION	
		1919-28	1932	1932	1932
State	Per cent	1919-28	1932	1932	1932
N. Y.	83	74	...	1,296	778
Mich.	81	77	...	3,316	3,726
Mont.	81	80	...	355	230
Idaho	88	84	...	2,033	1,060
Wyo.	88	84	...	367	238
Colo.	82	65	...	826	608
N. Mex.	70	68	...	725	548
Calif.	80	80	...	3,467	2,159
U. S.	80.8	75.6	...	12,713	9,645

*Bags of 100 pounds.

GRAIN SORGHUMS		CONDITION		PRODUCTION	
		1919-28	1932	1932	1932
State	Per cent	1919-28	1932	1932	1932
Kans.	1,384	76	72	17,712	17,300
Okl.	1,616	72	74	12,987	17,776
Tex.	4,181	77	82	60,000	75,258
Colo.	264	65	61	2,101	2,640
N. Mex.	384	85	76	7,832	6,144
Calif.	126	78	83	1,587	3,339
U. S.	8,102	75.9	78.2	104,529	124,927

BROOMCORN		CONDITION		PRODUCTION	
		1919-28	1932	1932	1932
State	Per cent	1919-28	1932	1932	1932
Ill.	21	87	84	8,400	5,700
Kans.	26	68	64	3,500	3,600
Okl.	137	70	72	18,000	18,800
Colo.	47	69	77	5,600	7,000
N. Mex.	44	88	74	7,400	6,200
U. S.	285	75.1	73.5	44,600	42,900

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Helena, Mont.—For the first time in years many wheat binders instead of combines are being used in Montana to permit stacking wheat for later threshing, hoping for higher prices.

Seattle, Wash.—July receipts of grain were: Wheat, 207 cars; corn, 18 cars; oats, 7; rye, 6; barley, 13, against wheat, 1,154 cars; corn, 94; oats, 14; rye, 1; barley, 15, in July, 1931. —Seattle Grain Exchange, H. L. McIntyre, sec'y.

Movement of wheat from farms from July 1 to July 30 was only 90,000,000 bus., against 225,000,000 for the corresponding month of 1931, as reported by Russell's News, reflecting the low price and the smaller crop of winter wheat in the Southwest.

Decatur, Ill.—Farmers have offered more of their corn reserves when the price to them approached the 25c mark. As a rough estimate, we would guess the present farmers' reserves of the 1931 crop to be about 40% of same. Owing to the very low water transportation rates out of Chicago, most of our corn has headed in that direction, but at that, their daily receipts appear small.—H. I. Baldwin & Co.

Houston, Tex.—July receipts of grain were: Wheat 270,000 bus., corn 81,000, oats 66,000, kafir 1,500, milo 36,000, hay 120 tons, against wheat 3,411,000 bus., corn 87,000, oats 124,500, barley 6,000, kafir 10,500, milo 10,500, hay 444 tons. Shipments during the same period were: Kafir 30,412 bus., milo 47,292, against wheat 40,000 bus. in July, 1931.—Houston Merchants Exchange, H. C. Shirmer, sec'y.

Minneapolis, Minn., Aug. 17.—As the amount of feeding on the farms has a direct bearing on the amount of grain marketed, we have made inquiries as to the stock population in the Northwest. Our reports indicate that there is a slight decrease in cattle, especially in those districts stricken with drouth last year. The number of sheep on the farms is average, but the number of hogs shows a marked decrease, probably 25% under last year. With an abundance of forage crops and low grain prices, farmers would like to feed additional stock this year, but will be very much limited by their inability to finance such operations.—Van Dusen Harrington Co., by Paul C. Rutherford.

Denver, Colo.—July receipts of grain were: Wheat 183 cars, corn 148, oats 10, barley 37, beans 3, hay 3 cars, against wheat 299 cars, corn 498, oats 15, rye 1, barley 16, beans 17, hay 29 cars, in July, 1931. Shipment during the same period were: Wheat 4 cars, corn 65, oats 2, beans 22, against wheat 3 cars, corn 270, oats 4, beans 93, in July, 1931.—Denver Grain Exchange, H. G. Mundhenk, sec'y.

St. Louis, Mo.—July receipts of grain were: Wheat 3,841,600 bus., corn 1,033,200, oats 574,200, rye 1,300, barley 41,600, kafir 49,900, hay 1,272 tons, against wheat 4,686,000 bus., corn 1,702,400, oats 1,183,600, rye 9,100, barley 246,400, kafir 36,000, hay 2,232 tons in July, 1931. Shipments during the same period were: Wheat 1,331,400 bus., corn 820,861, oats 149,680, barley 3,200, kafir 13,200, hay 204 tons, against wheat 4,139,400 bus., corn 749,000, oats 688,950, rye 11,700, barley 8,000, kafir 14,400, hay 686 tons in July, 1931.—St. Louis Merchants Exchange, C. B. Rader, sec'y.

The Dalles, Ore., Aug. 14.—Wasco County wheat growers today took steps to join the "sellers' strike" instituted in the mid west, when a movement was launched to withhold all local grain from market until the price has advanced at least 15 cents a bu. above its present level. More than 500,000 bus. of new crop wheat already are in local warehouses, with more coming in daily. Banks thruout the district are encouraging the move by not calling on ranchers to sell their crops to meet current obligations. Pendleton wheat growers and business men have voted in favor of a wheat holding plan, also.—F. K. H.

Ottawa, Ont., Aug. 19.—Car inspections of wheat during the week ended Aug. 14 were 714 cars more than the previous week and 934 cars in advance of the same week in 1931. The number inspected for the week Aug. 14, 1932, was 1,815 of which 130 cars were new crop wheat. By inspection points the number of cars reported were as follows: Winnipeg 1,368 cars of which 128 cars were new crop wheat; Calgary 223 cars, 1 car being new crop wheat; Duluth 41 cars; Moose Jaw 45 cars; Saskatoon 26 cars; Medicine Hat 7 cars (1 car new crop); Vancouver 1 car and Edmonton 104 cars. Gradings show that 1,710 cars were placed in the contract grades of which 124 cars were new crop wheat, only 2 cars of 1932 crop graded damp while the total cars so graded were 36. Last year 223 cars were reported tough and damp.—Dominion Bureau of Statistics.

Stockmen will be given an opportunity to obtain government loans thru credit corporations being organized under the emergency relief act by the R. F. C., sec'y of agriculture and members of the Farm Board, who held a conference recently with 100 live stock farmers and dealers.

Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye and barley for December delivery at following markets for the past two weeks, have been as follows in cents per bushel:

	Aug. 10	Aug. 11	Aug. 12	Aug. 13	Aug. 15	Aug. 16	Aug. 17	Aug. 18	Aug. 19	Aug. 20	Aug. 22	Aug. 23
Wheat												
Chicago	59 3/4	58 1/2	56	55	55 1/2	54 3/4	54 1/4	55 3/4	54 1/4	53 1/2	54	54 1/2
*Winnipeg	54 3/4	53 1/2	52 1/2	51 3/4	52 3/4	52 1/2	50 3/4	50 3/4	50	49	49 1/2	50 1/2
*Liverpool	58 1/2	57 1/2	56 3/4	56 1/2	57 1/2	57 1/2	56 1/2	56	56 3/4	55 3/4	56 1/2	56 3/4
Kansas City	52 3/4	51 3/4	49 1/2	48 3/4	49	48 3/4	47 3/4	49	47 3/4	46 3/4	47 1/2	47 3/4
Minneapolis	58 3/4	57 3/4	55 3/4	54 3/4	55 1/2	54 3/4	54 3/4	55 1/2	54 1/2	53 1/2	53 3/4	53 3/4
Duluth, durum	53 1/4	51 3/4	48 3/4	48 3/4	49 1/2	48 3/4	47 3/4	50	48 3/4	47 1/2	47 1/2	47 3/4
Omaha	61 1/2	50 3/4	48 1/2	47 1/2	48 1/2	47 3/4	46 3/4	48 1/2	46 3/4	45 3/4	46 1/2	...
St. Louis	57 3/4	58 1/2	56	54 3/4	55 3/4	54 3/4	54 3/4	55 1/2	54 3/4	53 1/2	53 3/4	...
Milwaukee	59 3/4	58 3/4	56 1/4	55 3/4	55 3/4	54 3/4	54 1/2	55 3/4	54 1/2	53 1/2	...	...
Corn												
Chicago	33 1/4	33 3/4	33 1/4	32 3/4	33	32 3/4	32 3/4	33 3/4	32 3/4	32 3/4	32 1/4	32 3/4
Kansas City	29 3/4	29 3/4	29 3/4	29 3/4	29 3/4	29 3/4	29 3/4	29 3/4	29 3/4	29 3/4	29 3/4	29 3/4
Omaha	27	27	26 1/2	25 3/4	26	26	25 3/4	26 1/4	25 3/4	25 1/2	24 1/2	...
Milwaukee	33 3/4	33 3/4	33 1/4	33	32 3/4	33	32 3/4	33 3/4	32 3/4	32 1/4	...	...
Oats												
Chicago	20	19 3/4	19 3/4	19	18 3/4	18 3/4	18 1/2	17 3/4	17 3/4	17 3/4	17 3/4	18 3/4
Winnipeg	27 1/2	27 1/2	27 1/2	27 1/2	27	26 1/2	25 3/4	25 3/4	25 3/4	24 3/4	23 3/4	24 3/4
Minneapolis	18 1/4	18 1/4	18	17 3/4	17	16 3/4	17	17 1/4	16 3/4	16 3/4	16 3/4	...
Milwaukee	20	19 3/4	19 3/4	19 1/2	19	18 3/4	18 3/4	18 1/2	18	17 3/4	...	...
Rye												
Chicago	37 3/4	37 1/2	35 3/4	35	35 3/4	34 3/4	34 1/4	34 3/4	33 3/4	33 3/4	33 3/4	33 3/4
Minneapolis	34 1/2	33 3/4	32 3/4	31 3/4	32 1/2	31 3/4	31 3/4	32 1/2	31 3/4	30 3/4	31	31
Winnipeg	38 3/4	38 1/4	36 3/4	36 3/4	37 1/4	35 3/4	35 3/4	35 3/4	34 3/4	34	35	35 1/4
Duluth	35 1/2	34 1/2	33 1/4	33	33 1/4	33 1/2	32 1/2	32 1/2	32	30 3/4	30 3/4	31 1/4
Barley												
Minneapolis	27 1/4	27 3/4	26 3/4	26 3/4	26 3/4	27	26 1/4	25 3/4	24 3/4	24	23 3/4	24 1/4
Winnipeg	35	34 3/4	34	33 3/4	33 3/4	33 3/4	32 3/4	32 1/2	32	31 1/4	31 1/4	31 1/4

*Deduction made on wheat only for depreciated currency.

The Modern Grain Exchange

In a radio broadcast over NBC, Aug. 6, Siebel C. Harris, vice pres. of the Chicago Board of Trade, speaking on "The Functions and Responsibilities of the Modern Grain Exchange," said, in part:

I am assuming now that I am addressing many farmer listeners. You are interested primarily in just one thing and that is a better price for your products. The present system not only cuts down the handling charges to the smallest amount of any commodity in commerce today, but it also tends to give you a higher price level so long as the market remains a free and open affair in which supply and demand can make itself felt without artificial interference of any kind.

Restrictions which interfere with the willingness of investors to come into the market hurt you directly in the price by reducing buying power. The tax which was recently imposed on grain futures, amounting to five times the previous tax, or a total of five cents per one hundred dollars on all transactions is just another burden on the farmer himself. He will pay that cost either directly on his hedges or indirectly thru the inevitable narrowing of the market which makes it more difficult to hedge without a decline in price. Every farmer should see that his representative in congress is requested to work for a repeal of this tax when congress reconvenes in December. If you do you will be helping the market for your products and you will be improving the price that you got for every bushel of grain which you sell.

If there is one fact that should clearly demonstrate the efficiency of the present marketing system and its necessity, it is the fact that practically every one of the big co-operative agencies now engaged in the marketing of grain is using the futures market to a very wide extent in the nature of hedging operations, and the leading one openly insists upon its right to use all of the facilities provided by the exchanges in order that it may function to the highest degree of efficiency.

I do not wish to enter into any controversial discussion here and am talking for the grain exchanges, not against anyone, but I submit to you in all fairness that if the present marketing system were not a highly efficient one there would not be such a crying demand for the full enjoyment of all its facilities and privileges. Anyone who tells you in one breath that hedging is necessary and in the next breath criticizes the speculator is one hundred per cent inconsistent and wrong. You cannot have a free hedging market without speculation. You cannot have a cushion to prevent a severe price decline without investment and speculative buying.

The farmer should be the greatest booster for the speculator. He has been misled and misinformed as to the effects and functions of speculation. The latter is preponderantly on the buying side. You will find that all during a crop movement numerous people are buying wheat futures because they believe that later on wheat will be worth more money. I do not know what would have happened to prices during the past six months had it not been for the existence of the speculative markets. I believe the average farmer has had an absolutely wrong conception of what speculation means to his prices. He has been told by a good many irresponsible politicians that the speculator was a menace to him, that he depressed prices and that he should be abolished. The facts do not support this contention. Speculation should be encouraged and the farmer should be the man to defend it most actively because he is interested in higher prices and he is working for self interest just like everyone else.

At the present time a new crop is moving to market, and for the next sixty days the exchanges, thru their machinery, will be called upon to absorb a constant weight of hedges from the movement of the United States spring

wheat crop and the Canadian spring wheat crop. Our own winter wheat crop was a particularly small one this year and has been accompanied by relatively small hedging pressure. The problem which confronts the market today is the absorption of spring wheat hedges without a further material decline in prices. The exchanges provide the machinery by which that pressure can be absorbed with less effect on prices than any other method known. It is not reasonable to assume that domestic consumers, which means chiefly flour buyers, are going to be able or willing to buy in as large quantities as farmers sell during the period directly ahead of us. Nor is it probable that export buying will be able to absorb all of this load. The surplus must be taken up by investment and speculative demand.

Death of Arthur Speltz

[Continued from page 161.]

during two or three years, beginning in 1904, he spent as traveling representative for Rosenbaum Bros., of Chicago.

He made a close study of grain trade problems and for over ten years served as a director of the Tri-State Grain Dealers Ass'n. and was pres. of the Ass'n during 1929 and 1930.

He took a keen interest in public affairs, serving on com'ites doing community work. He was a member of St. Theodore's Catholic Church, and of the Albert Lea Country Club.

Mrs. Hattie W. Caraway, Arkansas woman member of the U. S. senate, made one of the shortest speeches ever made by any member of that body. "I'd like to say also," she added, after reading a memorial from her state protesting against any further legislation for the Farm Board, "that when my husband was in office he voted against having the Farm Board in the first place."

Modern Concrete Elevator Replaces Studded House at Hennessey, Okla.

When the 30,000 bu. studded elevator of the Farmers Elevator & Cooperative Ass'n at Hennessey, Okla., was destroyed by fire, Manager E. A. Kee and his directors resolved to replace it with a permanent, fire-proof concrete house of sufficient storage capacity to meet all requirements of the station. With this in mind a contract was let to the Burrell Construction Co. for erecting the modern 103,000 bu. concrete elevator that now adorns the sky-line and serves as a landmark on the Rock Island railroad at Hennessey.

The new structure is 106 ft. from the foundation to the bin roof, and consists of four cylindrical tanks, 18 ft. in diameter, with four overhead bins of irregular forms created by diagonal walls between the tanks. The bins are surmounted by a 21 ft. concrete cupola.

The driveway is between the elevator and the railroad, a departure from the days of horse drawn wagons. In it is a truck lift, a steel grate 8 ft. wide and 10 ft. long to eliminate sweeping, and a divided steel hopper with capacity for 300 bus. on either side. The air compressor is driven by a 1½ h.p. motor, and is located with the compressor on the work-floor.

Grain is elevated by two 2,000 bu., steel-encased legs, their 9x7 inch DP cups on 12 in. centers being carried on 6 ply rubber belts. Receiving grain from the heads of these legs are two 9 inch single distributors.

The legs are operated by two 15 h.p. Fairbanks-Morse enclosed motors, transmitting power by spur-gear to jack-shafts, thence by roller chain to the headshafts. These motors also drive the exhaust fans which take dust and chaff from the tops of the legs and exhaust it to the outside.

Outbound grain is weighed thru a 10 bu.

Richardson automatic scale and spouted thru a 10 in. well-casing to cars. A counterweighted manlift operates between the workfloor and the cupola.

Possible fire hazards are guarded against by all concrete and steel construction, by enclosing all electric wiring in heavy rigid conduits, and using safety-globe enclosures over the light bulbs.

The Farmers Elevator & Cooperative Ass'n has taken out a federal warehouse license that permits it to do a storage business under the federal warehouse system.

The British Wheat Act

Since June 19 there has been effective under the Wheat Act of 1932 a requirement that millers in Great Britain pay the Wheat Commission 10.8d per cwt. of their output of flour, or 54 cents per sack of 280 lbs.

The fund so collected is paid into the Bank of England and will be used to guarantee to wheat growers a price of \$1.30 per bushel at par of exchange.

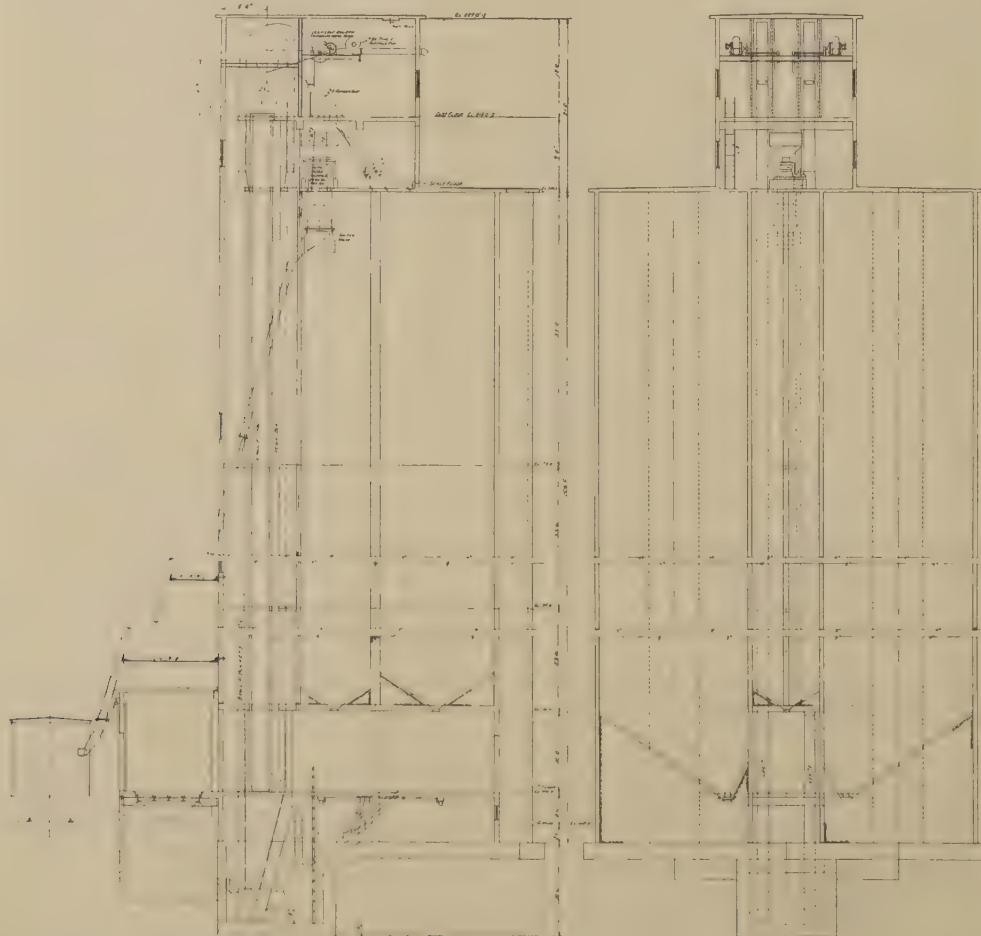
The Wheat Commission is carrying out the provisions of the new law and promulgating regulations for the control of millers.

The Commission has a register of every grower of millable wheat specifying the location of his farm and its acreage and the portion devoted to wheat.

The Commission on June 16 promulgated its estimate that the supply of home grown millable wheat for the cereal year 1932-1933 would be 19,800,000 cwts., on which basis the payments have been calculated.

The plan is to make the consumer of flour pay a bonus to the growers without taxing the government, however, a new army of bureaucrats will be employed.

This artificial stimulation of wheat production in Great Britain is the direct result of the attempts of the Canadian Wheat Pool and the Federal Farm Board to boost the price of wheat to British consumers. Sane North American farmers will not blame the British for trying to secure the production of more wheat at home.



Sectional Elevations of Farmers' Elevator at Hennessey, Okla.



Concrete Elevator at Hennessey, Okla., With Driveway on Shipping Side.

Exemption from Tax on Electric Current

The Internal Revenue Act of 1932 specifically exempts processors of grain from the 3% tax on electric bills; and grain elevator operators should notify the power companies not to add the tax to the bill.

The exemption extends to warehouses in which the grain and other material is stored before or after processing. When some part of the plant processes the grain by drying, sulphuring, cleaning or grinding the entire establishment is exempt from tax. The law is so explicit that no ruling by the Commissioner of Internal Revenue seems necessary, and no ruling on this exemption for grain elevators has yet been issued.

The tax will be in effect for two years, from June 21, 1932, to July 1, 1934.

Power companies are finding customers objecting to the tax, as they seem to feel a tax on a necessity such as electric light more burdensome than the automobile license, vehicle tax or other so-called luxury tax.

Inquiry of the leading light and power companies yields the information that the tax is not being added to the bills of grain elevators.

Following is a form of notice suggested by the Millers National Federation:

Claim of Exemption

From 3 Per Cent Federal Tax on Electrical Energy.

Date..... 193...

Customer's Name
Address at which service is furnished

To..... Electric Co.:

The undersigned, a user of electrical energy furnished by your company at the above address, does hereby certify and claim that said electrical energy has been and is being used exclusively for the following purpose or purposes, namely:
that said electrical energy has not been and is not being furnished to or used by the undersigned for domestic or commercial consumption, and that the amount paid or payable for said electrical energy is, therefore, exempt from the 3 per cent federal tax on electrical energy levied under section 616 of the revenue act of 1932.

The undersigned expressly agrees that if any change in the use or consumption of the elec-

trical energy so furnished at the above address shall hereafter be made by the undersigned, the undersigned will give immediate notice to your company of the facts concerning such change in consumption.

Customer's signature
By.....

Variation in Moisture Tests

By JASPER T. KINCAID, CHIEF KANSAS GRAIN INSPECTION DEPARTMENT

At primary markets samples taken from a car of grain that is heavily laden with moisture may, under the influence of the summer sun and wind on its trip to the inspection office, dry out to such an extent that the inspectors in the inspection office will not find in the samples anything like the actual moisture condition of the grain in the car from which the samples were taken. Consequently, the grade placed on the grain and the protein percentages of wheat will not be sustained at some other inspection point where the grain may arrive, for this car in its travels to other markets may develop heat, or must, or when it arrives at another market atmospheric conditions may be such that the samples taken from the car will not dry out at all in the trip to the inspection office, and the inspectors will find a different grade on the same grain, and the chemists a different protein percentage, which may be entirely correct in both cases according to the sample, yet producing a variation between markets that is very unsatisfactory and should be eliminated, but how?

Inasmuch as moisture content has an important bearing on all grading of grain, and a vital bearing on protein percentage of wheat, and, inasmuch as all heating, heat damage, must, etc., are all directly attributed to the ravages of moisture, it seems to me that the grain trade generally, and all its allied industries, and all grain inspection departments should be unremitting in their efforts to find an accurate and practical way to determine the actual moisture condition that obtains as the grain lies in the car on its arrival at a primary market, and all subsequent markets, and that all grades and protein tests be made on the condition so found.

Why Want Into the Board?

C. E. Huff told the stockholders of the National Grain Corporation at its annual meeting:

"It may easily be that we shall find substantially better ways of price determination than those provided by the Board of Trade."

When this was repeated to Pres. Peter B. Carey of the Chicago Board of Trade he answered:

"If what Mr. Huff says is true, and if the machinery developed for marketing grain is unimportant, why has he run to Washington and attempted to move heaven and earth in an unsuccessful endeavor to obtain for his organization what he describes as full rights on the Chicago Board of Trade?"

"If exchanges are unimportant and unnecessary, why does the Farmers' National desire membership in our Clearing Corporation?"

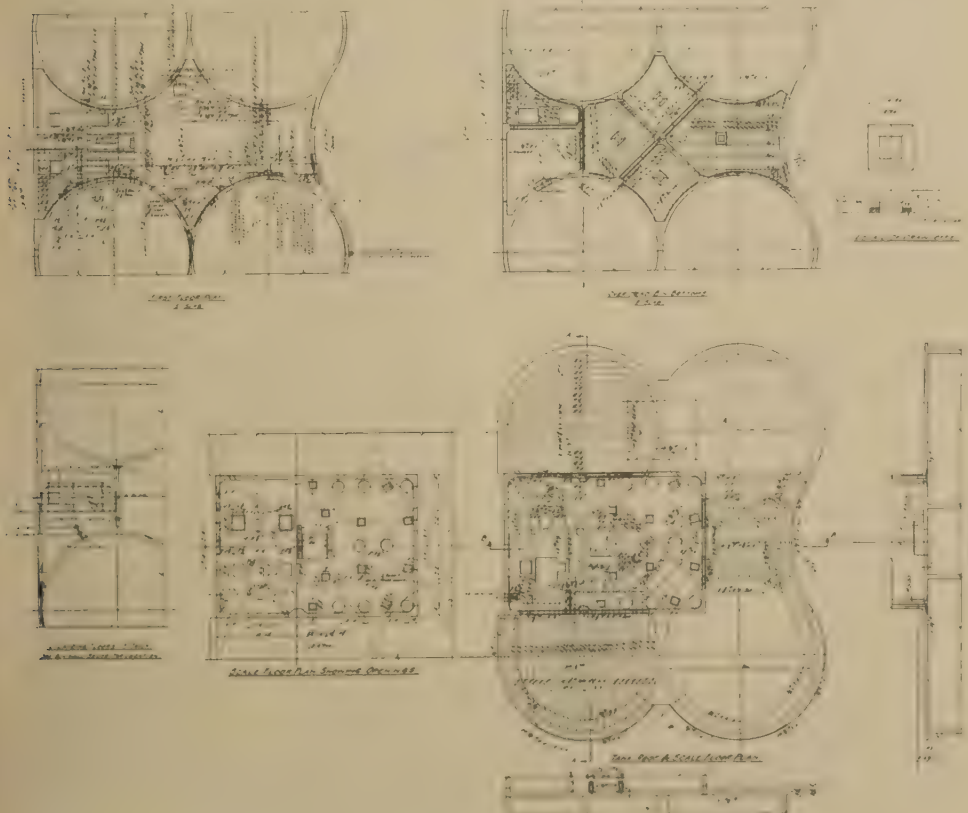
"It seems a bit inconsistent to urge on the one hand that the Farmers National is the one and only method for grain distribution and then on the other hand to ask unusual favors from the Board of Trade as a marketing agency. What the Farmers National has demanded can be given to no other corporation under our rules."

New quarters have been provided at Washington for the government crop reporting board, with windows sealed and doors and corridors barred to prevent leakage of the monthly crop estimates.

Books Received

OATS OF THE U. S. S. R. gives an exact idea of the present state of oat cultivation in the Soviet and their varietal diversification. The most widespread varieties in U. S. S. R. are the white and yellow oats with spreading panicle. The improved varieties are sown only in a small part of central European U. S. S. R. Of the immense acreage devoted to oats too great a portion is wasted in growing sorts of little commercial value. Supplement 45 of the Bulletin of Applied Botany, Genetics and Plant Breeding, by M. T. Petropavlovsky; paper, 140 pages, in Russian, with 58 tables and engravings; Lenin Academy of Agricultural Sciences, Leningrad.

CONGRESS AS SANTA CLAUS reveals how completely the federal legislature has departed from the constitutional powers granted to Congress by the people in making drafts upon the treasury for what is termed "general welfare" under Art. 1, Sec. 8 of the Constitution, providing "The Congress shall have power to lay and collect taxes, duties, imposts and excises, to pay the debts and provide for the common defense and general welfare of the United States." As interpreted by James Madison, who aided in drafting the constitution, general welfare included only specified powers. Under this interpretation money could not be taken from the federal treasury for relief of citizens, for educational purposes, Congress not having power to conduct public schools. Seed loans, flood relief would be impossible. Yet under the welfare clause as interpreted by Hamilton and others money can be appropriated for almost any purpose and has been paid out in scores of unwarranted activities named by the author. A reading of this lecture, delivered at the University of Virginia by Chas. Warren, formerly assistant attorney-general of the United States, makes it clear that there is no check upon the power of Congress to waste money wrung from a people being impoverished by those same governmental intrusions into private business. The Supreme Court has never rendered a decision as to whether the Madison or Hamilton construction of the general welfare clause is correct. How can we justify the appropriations made in 1897 for the relief of famine sufferers in India, in later years for earthquake sufferers in Martinique, Messina, Italy and Costa Rica, as warranted in promoting the general welfare of the United States? Published by the Michie Co., Charlottesville, Va., \$2.



Floor Plans of 103,000 Bus. Concrete Elevator at Hennessey, Okla.
[See facing page.]

Grain Carriers

The Alton has cancelled, by supp. 2 to tariff 1667-D, obsolete war time rates on wheat from Chicago to stations on the B. & O., effective Aug. 30.

In eight years \$19,000,000,000 was expended upon highways in the United States, or about $\frac{3}{4}$ as much as the entire investment in all the railways in 100 years.

Grain and grain products were loaded into 37,169 cars during the week ending Aug. 6, against 46,420 one year and 61,286 two years ago. Loadings of all revenue freight increased from 496,033 the week of Aug. 6 to 512,431 the week of Aug. 13.

Chicago, Ill.—Two non-rail express routes were started Aug. 22 by the Railway Express Motor Transport, Inc., a subsidiary of the Railway Express Agency, between Chicago and South Bend and Milwaukee. The Railway Express Agency is owned by the railroad companies. If successful, this competition with commercial trucks will be extended over the whole country.

Railroad valuation inaugurated 20 years ago by the Interstate Commerce Commission at the behest of a Wisconsin politician has cost the federal government and the railroads over \$300,000,000 and has not been completed. When completed the findings will be worthless because the price levels have changed. This is an example of bureaucratic waste in the transportation business.

Great Britain's war on trucks has resulted in an agreement by a joint conference to place the entire cost of maintaining highways on the operators of mechanically propelled vehicles. It is planned to effect a great increase in the tax on trucks of more than five tons capacity and to increase the tax on ten ton trucks from \$300 to \$1,410 per year. That will give the taxpayers and the rail carriers some relief.

Ft. Worth, Tex.—The Grain Traffic Ass'n of Texas has been organized by the grain and milling interests to handle matters of mutual interest pertaining to rates, rules, practices and legislation affecting grain and its products. D. R. Simpson, traffic commissioner of the Grain & Cotton Exchange, has been elected pres., and Jewell Morris, sec'y. Those in attendance at the organization meeting were E. E. Wyatt of the Fort Worth Elevators Company, J. W. Shillingburg, R. F. Cooke, C. A. Evans, L. R. Himes, Ray T. Baker, W. W. Watson, M. D. Johnston, C. P. Newsom, E. L. Diamond, R. V. Simons and C. W. Harris, all of Fort Worth; C. J. Wheeler, Dallas; M. H. Strothman, Dallas, and D. R. Simpson.

Olympia, Wash.—Railroads serving the southeast Washington wheat district were ordered by the state department of public works to reduce their grain rates effective Sept. 5, to Puget Sound ports to a point where they would equal the interstate rates now in effect between that district and Portland, nullifying the advantage given Portland under the Columbia basin differential, under which interstate rates between the Washington wheat territory south of the Snake river and Portland were 2 cents lower per 100 pounds than intrastate rates from the same district to Puget Sound ports, Vancouver, Wash., and Longview. Rates ordered into effect by the department are: From Pomeroy to Puget Sound ports, Vancouver, Wash., and Longview, 23 cents per 100 lbs.; Attalia and Wallula, 17 $\frac{1}{2}$; Delaney, 21; Houser, 21 $\frac{1}{2}$; Turner, Starbuck, Dayton, Waitsburg and Pleasant View, 19; Bolles, Walla Walla, Minnick, Tracy, Angdom and Eureka, all 18 $\frac{1}{2}$ c.—F. K. H.

How indispensable railroads are is shown by a comparison of the amount of coal hauled by rail and the number of trucks that would be needed to handle the same amount. Revenue tons of soft coal originating on Class I railways in 1929, amounted to 368,338,000. It would take upward of 100,000 10-ton truck loads every day in the year to transport this amount. With five-ton trucks, which are actually more than three times the capacity of the average now in service, it would take almost 2,000 vehicles to each single mile of improved state highway in the United States to hold this aggregate.

The Spokane, Portland & Seattle Railroad has established a tariff of 12 $\frac{1}{2}$ cents a hundredweight on wheat from Goldendale to Portland, effective Aug. 11. There is considerable wheat in that area and growers complained that they would be unable to ship it under the former rate of 18 $\frac{1}{2}$ cents. As an emergency matter, the railroad obtained the lower rate, which is regarded as sufficiently low to cause a movement of the oncoming crop. The new rate may be construed as an answer to the recent proposal for a truck-barge transportation of the grain. The rate for the truck-barge combination is 18 $\frac{1}{2}$ cents.

Thorold, Ont.—The new Welland canal was formally opened Aug. 6 with the passage of the Great Lakes' largest ship, the Le-moyne, laden with 615,000 bus. of wheat, and speeches by R. J. Manion, minister of railways and canals, and R. B. Bennett, prime minister. The canal connects Port Colborne on Lake Erie and Port Weller on Lake Ontario; runs parallel to Niagara river 10 miles distant, and will form important part of St. Lawrence seaway project. Length of canal is 25 miles or 27.7 between outermost ends of Port Weller and Port Colborne harbor; navigable minimum depth 25 feet. Estimated time for vessel to pass thru entire canal is eight hours.

Dimmitt, Tex.—The Texas Railroad Commission has denied a petition of grain buyers and handlers and other business interests of Dimmitt for abolition of a one cent differential in connection with freight rates on grain from that point. Complaint was made that a differential was not applied in connection with the rate from Hart, Tulia, Happy, Muleshoe and Amherst. From Dimmitt to the Texas ports, including the differential, the rate on wheat is 34 cents per 100 pounds, and from Tulia, Hart, Happy, Muleshoe and Amherst the rate is 33 cents. The Commission said, "The question of cross country competition is the only emergency that justifies us in considering this matter on a rate change at this time, since the whole question of rates on grain is involved in a case now pending before us, and which has progressed to a point where a decision is not far removed."

Denver Grain Exchange Joins Fight Against Unlicensed Trucks

BY RAY MCGOVERN

Members of the Denver Grain exchange have joined hands with railroad representatives, the Colorado Transfer and Warehouse Ass'n, the Mountain States Lumber Dealers Ass'n, the Colorado Coal Merchants Ass'n, the Midwest Retail Fuel Dealers Ass'n and the Motor Truck Common Carriers in the organization of the Highways Protective Ass'n for the purpose of a sustained drive against the unlicensed trucks operating in Colorado.

Grain men—suffering as much as the others from the work of the truckers—have pledged their unstinted support. The various Colorado groups are realizing that it is time for them to unleash an attack on the unlicensed trucks, incompetent drivers and unscrupulous truckers who have hurt their businesses.

The Highways Protective Ass'n, therefore,

will attempt to inform the public that it is vitally interested in these unlicensed drivers and trucks—since the people are paying taxes for roads that would otherwise be paid by private concerns—and to bring enough sentiment to the surface that legislation will be enacted to protect the business of established merchants.

Decisions and New Complaints

Before the Interstate Commerce Commission:

No. 25111, Smith & Scott, Inc. v. A. T. & S. F. By Examiner Harold M. Brown. Dismissal proposed. Rate, carload of wheat, Adnaw, Colo., to Los Angeles, Calif., reconsigned to San Diego, Calif., not shown to be unreasonable.

I. & S. 3775, weighing of hay and straw, has been set for hearing at Chicago Sept. 12, at the request of the National Hay Ass'n and the Pittsburgh Grain & Hay Exchange. The proposed rules would make radical changes in the weighing.

No. 24232, Mount Royal Rice Mills, Limited v. S. P. By division 2. Rail-water-rail rate, rough rice, points in Louisiana, west of the Mississippi River to Montreal, Canada, unreasonable to the extent it exceeded 64 cents, minimum 70,000 pounds. Reparation awarded.

No. 25186, Red Star Milling Co. v. A. T. & S. F. By Examiner Herbert P. Haley. Dismissal proposed. Rates, wheat, Perryton, Tex., milled in transit at Wichita, Kan., and the products, wheat flour and wheat feed, forwarded therefrom to Okmulgee, Okla., found applicable.

On complaint by the Buffalo Corn Exchange the Commission has ordered the B. & O. to make reparation for unreasonable rates on blackstrap molasses from seaports in tank cars to points in New York, Pennsylvania and Maryland. The rates are found unreasonable to the extent that they exceed 22.5% of the first class rates.

No. 24634, Lathrop-Marshall Grain Co. v. A. T. & S. F. By division 4. Rate, eight carloads, wheat, Kansas City, Mo., to Auburn, Ky., inapplicable. Applicable rate, 43 cents, unreasonable to the extent it exceeded 40.5 cents. Defendants authorized to waive collection of outstanding undercharges inasmuch as the freight bill was settled on the basis of a rate of 40.5 cents.

No. 24919, Colorado Milling & Elevator Co. v. S. P. By Examiner T. Leo Haden. Rate, \$1.11, dried beans, carloads, points in Idaho on the O. S. L., to navy yard, Mare Island, Calif., applicable. Applicable rate prior to Nov. 20, 1931, unreasonable to the extent it exceeded a rate based on class B in the Arizona Corporation Commission Case, 113 I. C. C. 52, 142 I. C. C. 61, constructed on the basis of the formula prescribed in Idaho v. O. S. L., 157 I. C. C. 501. Reparation and waiver of outstanding undercharges proposed.

Annual Meeting C. E. Huff National Grain Corporation

Clarence E. Huff was re-elected pres. of the Farmers National Grain Corporation at the annual meeting held at Chicago Aug. 16. Others re-elected were Bill Settle of Indianapolis, Ind., vice pres., and Chas. B. Steward, sec'y.

Details of the finances were not given out, but Walter I. Beam, treas., indicated that the net earnings have exceeded \$1,000,000. To earn this profit the company had to handle 148,000,000 bus. of grain for the account of its members and non-members and a large unstated amount for the government Stabilization Corporation, on which commissions were earned. Part of the profit was due to the use of \$16,000,000 or more of government money at less than the fair rate of interest.

Gen. Mgr. Geo. S. Milnor reported that on May 31 the Company had under its control a total of more than 75,000,000 bus. of country and terminal storage space, owned or leased and operated by the Farmers National Warehouse Corporation, subsidiary of the grain corporation.

Three new directors were elected: Carl J. Martin of Lansing, Mich., who succeeds L. J. Taber; A. R. Shumway of Milton, Ore., who succeeds F. J. Wilmer; William T. Shulberg of Preston, Idaho, who succeeds Jesse W. Wade.

Patents Granted

1,867,063. Animal Feed. Chas. C. Dawe, Denver, Colo. A wet poultry or stock feed containing particles adapted to settle, and containing bentonite holding said particles in suspension.

1,868,809. Car Mover. Dudley G. Rowell, Appleton, Wis. The combination with a supporting frame provided with a trunnion groove and apertured intermediate the ends of said groove, of a notched trunnion bearing receivable in the groove and a locking plate provided with a boss projecting upwardly through the trunnion groove aperture into the notch in the trunnion bearing whereby to prevent displacement of the bearing in the groove.

1,868,876. Dust Collector. Geo. A. Boesger, Fairview Village, assignor to the W. W. Sly Mfg. Co., Cleveland, O. A dust collector including a casing, a retaining wall in said casing, a plurality of envelope-like screens secured in said wall adjacent each other, means for holding said screens in distended position, means for vibrating said screen including a flexible member extending therebetween carrying beaters adapted to strike the said screen, and means for vibrating said flexible member.

1,868,825. Conveyor Roll. Andre Grosjean, Ruell, France. A conveyor assembly comprising a pair of journals, a conveyor roll rotatably supported in said journals, a rotor positioned inside of, and in spaced relation to, said conveyor roll, said roll and rotor being connected in driving and driven relation, a stator positioned inside said rotor and traversing said journals, said stator and rotor forming an electric motor adapted to drive the roll, and means for preventing rotation of the stator.

1,867,245. Vertical Conveyor Elevator. Jos. Oswald Bailey, Atlanta, Ga. A granular elevator including a vertical tubular casing having intake and discharge openings, means for delivering material to said elevator thru said intake opening, a shaft journaled in said vertical casing, a spiral elevator blade section carried by the shaft intermediate the intake and discharge openings, a reversed spiraled section carried by said shaft intermediate the upper end and discharge opening, and a plurality of radially extending blades interconnecting said spiral sections in longitudinal alignment with said discharge opening, said blades having means for permitting limited passage of material there-thru, whereby the elevation of the material above said opening is prevented, and positive discharge thereof thru said opening is effected.

1,866,461. Car Seal. Catherine K. Goschnick, Port Huron, Mich. A seal comprising a casing, a strap having one end anchored in the casing, an apertured lip in the casing, the other end portion of the strap being insertable in the casing and having an aperture therein for registry with the aperture in the lip, a tongue on said one end of the strap engageable in the registering apertures for anchoring said other end portion of the strap in the casing, and means for retaining the tongue in operative position.

1,865,633. Grain Deflector. Elwin H. Kidder, Chicago, assignor to Link-Belt Co., Chicago, Ill. For use with a car unloader including a tiltable cradle and means for securing a car thereupon, a deflector member associated with said cradle and means for inserting said deflector into and retracting it from the side door of said car, including a generally vertical shaft and means for rotating it, an arm extending generally horizontally therefrom, the deflector member being pivoted upon said arm.

1,868,237. Apparatus for Cleaning and Loading Grain. Russell V. Judson, Detroit, Mich. In combination with a hopper and a screen, a conduit extending from said hopper to said screen for delivering the entire contents of said hopper to said screen, a blower at the intake end of said conduit for propelling the material thru said conduit and for smashing weed seeds while passing grain seeds intact, another screen in said conduit at the outlet side of said blower for obstructing the smashed weed seeds and further smashing the weed seeds, and baffles at the outlet end of said conduit and over the first named screen for further smashing the weed seeds and distributing the grain seeds over the first named screen.

1,869,357. Weighing Scale. Louis W. Fuller, Rutland, Vt., assignor to the Howe Scale Co., Rutland. In a scale beam, a main poise having a central visibility opening with lugs on either side of said opening, a relatively movable fractional poise with a projection adapted to move between said lugs and by engagement with said lugs limit the motion of said fractional poise, and means for indicating main and fractional readings through said opening. The combination of a scale beam having graduations and a main poise slidable thereon and having a central visibility opening and means for indicating the beam graduations through said opening, a fractional poise centrally disposed under the main beam, and means for indicating fractional readings through the openings in the main poise.

1,866,041. Grain Door. Adolph J. Ketterling, Zeeland, N. D. In combination, a box car having a door opening in a side thereof, means located within the car at one side of the door opening and cooperating with the car side to provide a housing open at that end thereof nearest the door opening, tracks supported horizontally within the housing, sets of slides carried by the tracks, door sections having certain ends thereof extending into the housing when in closed position and having their other ends extending beyond the housing when in opened position, means co-operating with the housing and said ends of the door sections to close the open end of the housing, pins carried by the door sections, and elements carried by said means and adapted to engage the pins to secure the door sections in one of said positions.

1,869,289. Weight Ticket Printer. Wm. Timson, Soho Foundry, Birmingham, assignor to W. & T. Avery, Birmingham, Eng. A means for use in conjunction with the printing mechanism of weighing apparatus for preventing a printing operation being effected except when the apparatus is in equilibrium comprising an actuating member for the printing mechanism, a locking means for said member, a dashpot one part whereof is connected to and movable with a moving member of the weighing mechanism and the other part whereof is connected to and movable with the aforesaid locking means, whereby when the apparatus is out of equilibrium the movement of one part of the dashpot influences the other part of the dashpot and causes the said means to be moved into an obstructing position relatively to the actuating member and thereby preventing the operation of the said member.

The Success of mutual insurance lies in its system of selection and inspection; and you can trace the rise and fall of mutual companies by their adherence to or their rejection of that system. When selection and inspection become a mere matter of form the end is not far off.—Ed Bystrom.

From Abroad

Egypt has imposed a double duty on flour containing less than 12% dry gluten, practically prohibiting imports.

Italy has increased the annual quota of duty-free molasses for feed cakes from 4,000 to 7,000 tons annually for the six months from July 1.

Bunge & Born have erected an 800,000-bu. concrete elevator at Santa Fe, Argentina, and Louis Dreyfus & Co., one of 400,000 bu. capacity at Rosario.

Germany's corn monopoly has been authorized to sell 100,000 tons of corn at less than the monopoly price. It is thought the corn will be purchased in the United States.

A monopoly of grain and flour is planned in Turkey by the government to fix prices and to build grain elevators out of the profits. If the Turkish politicians are like those common in the U. S. the elevators never will be built.

A bond issue of 150,000,000 pesos has been submitted to the Argentine congress by the government to provide funds for construction of a system of grain elevators to be operated under lease by private firms or managed by the government directly.

Cuban presidential decrees, published and presumably effective Aug. 1, 1932, as part of the series of emergency economic and financial measures, establish consumption taxes of one-half cent per pound (Spanish pound of 460 grams) on imported wheat flour.

Italy will encourage the building and equipping of elevators and of storehouses for grain, or the transformation of already existing structures for the same purposes, the government having authorized the Minister of Agriculture and Forests to grant special contributions representing 25 per cent of the estimated expenditure for such work.

A Grain Syndicate has been formed in Czecho-Slovakia to replace the existing Grain Monopoly Commission. The syndicate has been formed provisionally for one year, and its earnings will be passed on to the state. Working expenses will be paid by the government and the income of the syndicate will be derived from fees levied on grain transactions. The syndicate will regulate the importation of grain in such manner that, if domestic prices fall below a certain minimum, imports will at once cease.

Wheat Duty in Great Britain

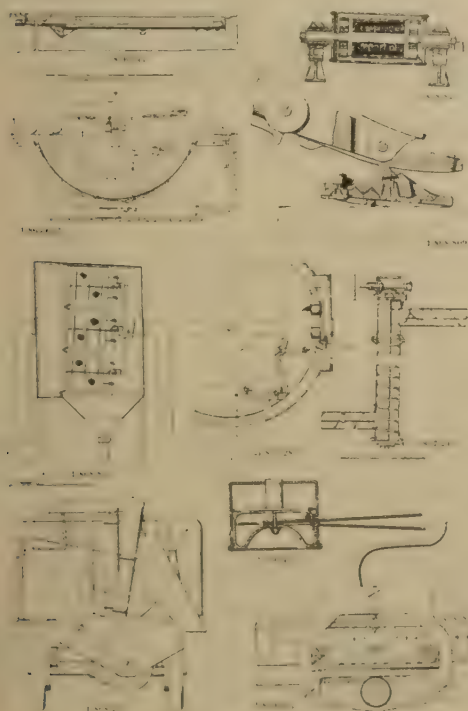
As one outcome of the British imperial conference held at Ottawa, Ont., it was announced Aug. 21 that Great Britain had agreed to place a tax on foreign wheat amounting to 6 cents per bushel.

Canada will enjoy a preference as against the United States, in exchange for preferences granted Great Britain on 220 items imported into Canada.

Another merited slap at our Farm Board and other price boosting Governmental activities.

Ernest B. Thomas of Rushville, Ind., has been appointed a member of the Federal Farm Board to succeed Samuel R. McKelvie of Nebraska who resigned over a year ago.

Minneapolis, Minn.—We never advise our friends to purchase, or not to purchase, but it might not be amiss to suggest the serious consideration of conditions, to decide as to whether or not this is a favorable time to purchase a part of the fall and winter needs of linseed oil. Should there be a pressure of receipts on the market before a demand has been shown for the oil, we might have a lower price; on the other hand, if the farmers hold back their flax and grasshoppers or frost destroy the late crop, with any sort of demand for oil, higher prices are quite possible.—Archer-Daniels-Midland Co.



Supply Trade

Chicago, Ill.—The Foote Bros. Gear & Machine Co. has been petitioned into involuntary bankruptcy.

Decorah, Ia.—Geo. L. Stringer, for over 30 years traveling representative for Fairbanks-Morse & Co., died recently—A.G.T.

Springfield, O.—R. N. Bailey, formerly sales manager of Robinson Mfg. Co., is now associated with Bauer Bros. Co. in sales promotion and development.

Mitchell, S. D.—C. H. Townsend, who has been representing Strong-Scott Mfg. Co. in South Dakota for several years with headquarters at Huron, has moved to this city.

Fargo, N. D.—Emil Frederickson, for many years representative for R. R. Howell & Co. in this territory, has severed his connections with that company to take a similar position with Strong-Scott Mfg. Co. His headquarters will be in this city.

Every large advertiser has on his prospect list, either potentially, or actually, many prospects who are almost sold. The last dollar spent in advertising will bring more returns than the first, because it gathers in the results of this cumulative effect.—Printers Ink.

Chicago, Ill.—James C. Burrell, one of the incorporators of the Burrell Engineering & Construction Co., and connected with it for many years, passed away Aug. 10 at the age of 55. "Jim" as he was familiarly known thruout the grain trade, made his first venture which later led him into the grain elevator construction field, with the Webster Mfg. Co. selling and installing grain elevator machinery. He was closely identified with the design and construction of many of the country's notable grain elevator projects carried out by his company. He leaves a host of friends thruout the country who mourn with his family in its loss.

Akron, O.—Containing engineering information and data never before published, a new, condensed catalog giving a simplified, comprehensive line-up of principal industrial rubber goods has just been issued by the B. F. Goodrich Rubber Co. Among the condensed engineering data is the table on rubber transmission belting, giving at a glance horse power capacities, minimum pulley diameters, leather belt equivalents and list prices on all commonly used sizes of transmission belts. The table on conveyor belts gives data never before published in this form. It is easy, by following instructions, to figure the required sizes and plies of a conveyor belt without using a formula. Many other subjects are treated. It is titled "Engineering Data, Industrial Rubber Goods" and is available to Journal readers who request it.

Milwaukee, Wis.—The Falk Corp. announces the appointment of L. A. Graham and M. A. Carpenter as sales manager and sales promotion manager respectively for all commercial products of this company. Mr. Graham has had wide experience in the selling and promotion of technical products. He has been vice-president of the Low-Graham-Wallis Co. and sales manager of Garford Truck Co. Most recently he has been engaged in consulting sales work for the Falk Corp. and other engineering manufacturers in the Milwaukee district. M. A. Carpenter has for a number of years been in charge of all advertising activities of the Falk Corp. as well as the sale of certain of the Falk products. He now assumes charge of a newly organized sales promotion department to coordinate all selling and advertising activities of the corporation.

Muncy, Pa.—Fred M. Sprout, formerly president of Sprout, Waldron & Co. and son of one of the founders of the company, died suddenly of heart disease on Aug. 8. Mr. Sprout, who was 58 years of age, retired from active participation in the company's affairs two years ago, following his election as state senator for his district.

A corn borer patrol has been established at the Illinois and Indiana boundary by authority of Governor Emmerson to prevent transportation of corn infested by the borer into Illinois.

The R. F. C. announced Aug. 19 the establishment of 8 agricultural credit corporations at Columbus, St. Louis, Minneapolis, Sioux City, Wichita, Ft. Worth, Salt Lake City and Spokane, each with \$3,000,000 capital, to make loans to live stock feeders, so as to encourage farmers to get deeper into debt.

H. M. Giles Now Sec'y Millers National

Starting as office boy with the Millers National Insurance Co. in 1896, H. M. Giles, by persistent devotion to the interests of the company, has climbed to the position of sec'y, an office to which he has just been appointed.

Uncle Sam took the young man into the navy for the Spanish-American War and he was on the Oregon in the battle of Santiago. After his return to civil life the company sent him to travel the Northwest and later to Minneapolis, to conduct a joint office for the National, the Michigan and the Ohio Millers Ins. Companies.

As manager of the Northwestern Agency of the Mill Mutuals Mr. Giles continued to add to the esteem in which he was held, and the legion of friends who know him as a hard worker will agree that his promotion is fully deserved.



Hess Direct Heat Drier for Country Elevator Plant of John McWilliams, Jr.,
De Witt, Ark.

Wet Harvest?

HESS DIRECT HEAT DRIERS

will Prevent Losses and Preserve Quality in Handling the New Crop.

Hess Service—100 bushel per hour Driers in Stock.
Immediate Shipment.

Very Prompt Shipment on Larger Sizes.

Write, Wire or Phone

HESS WARMING & VENTILATING CO.

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68 Higgins Avenue, Winnipeg, Manitoba

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We Do Not Infringe Patents of Others. We Guarantee This

Grain and Feed Trade News

Reports of new firms, changes, deaths and failures; new elevators, feed mills, improvements, fires, casualties and accidents are solicited.

CALIFORNIA

Pomona, Cal.—We are just now constructing our new building on the site of the building destroyed by fire in March. The new plant will consist of a concrete and brick warehouse, 60x93 feet, complete with full sized basement and offices. Mill building is of concrete construction thruout, two stories and basement, 60x40 feet, with three concrete grain tanks adjoining. Space is also being provided in the mill building for the installation of a pellet machine system of our own development, which delivers a capacity of approximately three tons of finished product per hour. Mill equipment will consist of grain unloading, elevating and distributing unit, mixers, hammer mill, grain cleaner and corn cutting unit, all of which will be furnished and installed under the direction of Ralph J. Musser. The building is being constructed on Union Pacific Railroad property. The contractors are Bannister & Field. This company was established by Charles Alan in Sept., 1928, is solely owned by him and serves a poultry section within a 50-mile radius of Pomona. Completion of the new plant is expected about Oct. 1.—Pomona Grain & Milling Co., by C. Alan.

CANADA

Vancouver, B. C.—The Alberta Wheat Pool has renewed its lease of Elvtr. No. 2 of the Harbor Commissioners.

Vancouver, B. C.—A new firm of grain merchants here is the Adam Grain Co., Ltd., of which J. C. Adam is pres. and W. E. McGaw manager.

High Bluff, Man.—One elevator used for cleaning and drying and two elevators used for storage, all of them the property of the Forsythe Elvtr. Co., burned Aug. 3, early in the night; the loss, not estimated, will run into many thousands of dollars; 34,000 bus. of wheat burned also.

New Westminster, B. C.—The Harbor Board's elevator has been leased to the Fraser River Elvtr. Co., Ltd., for a period of three years. This company, in which John Coughlan & Sons, of Vancouver, are said to be principals, has been in control of the elevator on a monthly tenancy basis.

Vancouver, B. C.—United Grain Growers, Ltd., have awarded contract to the Northern Const. Co. for the erection of a 1,000,000-bu. addition to their elevator, known as Elvtr. No. 3 of the Harbor Commission, which leases it to the Grain Growers. C. D. Howe & Co. have prepared the plans for the addition.

Port Arthur, Ont.—Union Terminals, Ltd., is considering the erection of an addition to its 2,000,000-bu. elevator here. This project has been under contemplation for several months, the original plans being for an annex of 1,000,000-bus. capacity, which was later cut to 500,000 bus. The C. D. Howe Co. has drawn the plans.

Churchill, Man.—The first two ships of the season to be loaded at the new elevator here are the Sierentz and the Pennyworth. The Sierentz arrived here Sunday, Aug. 14, and loading of wheat began early the next day. The vessel will carry 280,000 bus. of No. 1 northern wheat to a destination at that time unannounced. A shipment of wheat will go to Italy this summer direct from Churchill.

Amazon, Sask.—McCabe Bros.' elevator burned early in August; approximately 36,000 bus. of grain was destroyed.

Port Arthur, Ont.—Four men were arrested late in July, convicted in the city police court on charges of stealing wheat and were sentenced for from three months to one year in an Ontario reformatory. One of them was charged with stealing 2,580 pounds of wheat, the property of the Bawlf Elvtr. Co., from a C. N. R. freight car, and the other three were charged with stealing 1,400 pounds of wheat, the property of the Saskatchewan Pool Elvtrs., from a C. P. R. box car.

COLORADO

Hugo, Colo.—The Hugo Elevator of the Equity Union Grain Co., of Kansas City, is one of nine elevators of that company in Colorado, Kansas and Nebraska recently reported purchased by the Hall-Baker Grain Co., of Kansas City, subsidiary of the Farmers National Grain Corp., which the Equity Union has just joined. Virgil Kelly, manager of the local elevator for several years, will be retained as manager.

Olathe, Colo.—The S. J. Harris Flour Mill was damaged by fire at 8 p. m., Aug. 10; loss partly covered by insurance. The interior and the machinery were badly burned, but the fire did not spread to the elevators outside.

Harmony, Colo.—Owing to burning weeds on the railroad right-of-way, on July 15, which was the apparent cause, some coal sheds at our Harmony Elvtr. were burned. There was no damage to the elevator proper. It has not yet been determined whether the sheds will be rebuilt at this time or not.—Ft. Collins Flour Mills, J. G. Dalziel, mgr. (Ft. Collins, Colo.)

ILLINOIS

Industry, Ill.—William Gunning has installed a hammer mill at his elevator.

Wellington, Ill.—Mr. Lockheart has painted his elevator and railed the siding.

Burlington, Ill.—The A. J. Hussey Lbr. Co. is installing a Bender Electric Truck Lift in its elevator.

Buffalo, Ill.—Buffalo Hart Grain Co. has added to its equipment one McMillin belt driven wagon and truck dump.

Gilman, Ill.—The regular meeting of the grain trade of the Gilman territory will be held at the Green Lantern, Gilman, Thursday, Aug. 25, at 7 p. m.

Walker, Ill.—Van Gundy Grain Co., incorporated; capital stock, \$7,500; incorporators: E. O., John F. and C. W. Van Gundy; general grain elevator business.

Taylor Ridge, Ill.—The Farmers Elvtr. Co.'s elevator burned at midnight, Aug. 15; loss, \$10,000; partly insured; 8,000 bus. of oats, barley and wheat burned also.

Dorans, Ill.—Farmers Grain Co. recently installed one McMillin all steel electrically operated truck dump with five control stations for dumping into five different dump doors.

Markham, Ill.—The Illinois Commerce Commission has turned down a request of the Wabash Railroad to do away with this station. C. R. Lewis & Co. have the only elevator here.

Champaign, Ill.—Grain men of this territory gathered at the Inman Hotel, this city, on Aug. 9, for a meeting, business affairs being discussed after dinner, which was served at 7 p. m.

Pekin, Ill.—Arthur J. Wiele, Sr., general manager of the Fleischmann Yeast Co.'s plant here, died recently. The Peoria Board of Trade adopted resolutions of regret at his death on Aug. 9.

Clifton, Ill.—Walker A. Pegram, sec'y, treas., and manager of the Clifton Grain Co.'s elevator, died at his home here, Aug. 7, at the age of 55 years. He is survived by his widow and one daughter.

Springfield, Ill.—A corn borer embargo against Wisconsin has been put into effect by Governor Emmerson of Illinois, because of two outbreaks discovered recently near the Wisconsin-Illinois boundary line.

Farmer City, Ill.—The J. E. Grady elevator has been repaired and remodeled. Part of the foundation was rebuilt as well as part of the cribbing. A Kewanee truck lift and a Richardson automatic scale were installed.

Kankakee, Ill.—Glen Long, formerly associated with his father in operating the elevator at Fountain Creek (Hoopeston p. o.) has been made assistant to Manager T. E. Decker, of the James E. Bennett & Co. office here.

Seneca, Ill.—Claiming that M. J. Hogan, head of the M. J. Hogan Grain Co., of Seneca, sold grain belonging to a farmer on which he held a chattel mortgage, Edward F. Peck, of Ottawa, has filed a \$2,500 suit in circuit court against Mr. Hogan.

Ophiom, Ill.—R. T. Gustus, manager of the Ophiom Grain Co.'s elevator since the organization of the company 16 years ago, resigned recently. Mr. Gustus was recently appointed county treasurer and is now a candidate for that position.

Croft, Ill.—The Fernandes Grain Co.'s new 20,000-bu. elevator with 8 bins, built of cribbing and iron-clad, replacing the one that burned, has been completed. Equipment includes a 25-h.p. Fairbanks oil engine, two legs and a 10-bu. Richardson automatic scale.

Nebo, Ill.—Barton & Lemmon's elevator burned Aug. 9, at 9 p. m.; loss, estimated at \$25,000; very little grain was in the elevator; a carload of wheat on the track near the elevator was saved; the elevator office caught fire, which was put out before much damage was done. Nebo is without fire protection other than a volunteer bucket brigade.

An act of the 1931 legislature requiring pneumatic tires on all vehicles traveling more than 10 miles an hour will become effective Jan. 1, 1933, 18 months having been given truck owners to change their equipment. The law will apply not only upon rural highways but also upon municipal streets that have been incorporated in the state road system.

Appel Siding (Herscher p. o.), Ill.—The Appel Siding Elvtr. Co. has leased its grain, seed and coal business, with its elevators at Appel Siding and at Herscher, to the new firm of Overacker & Stout. The former company will continue to operate the implement business. Mr. Overacker has been manager of the Danforth Farmers Elvtr. Co.'s elevator, at Danforth, for the last 27 years, and Mr. Stout has been manager of the Ashkum Farmers Elvtr. Co.'s elevator, at Ashkum, for 22 years.

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Springfield, Ill.—The statute of 1931 limiting trucks to 35 feet has been upheld and the state police have been instructed to enforce the law, so henceforth a truck or a truck and trailer longer than 35 feet will be denied the use of the public highway. This will cut the trailers off the portable feed mills and stop the operators peddling merchandise.

Bryce (Milford p. o.), Ill.—We have installed at our south elevator a standard model Truck Lift together with an all-steel grain grate and an all-steel hopper with butterfly door and are much pleased with the outfit. We have done much repairing and rebuilding in this elevator and now have it in tip-top shape. We also did some repairing on our corn crib.—Bryce Farmers Grain Co.

Moweaqua, Ill.—Moweaqua Grain Co. is repairing its elevator preparatory to handling the new corn crop. A new Western shaker feeder and overhead truck lift are being installed, the dump sink and the ear corn leg are being rebuilt, two Fairbanks-Morse electric motors are being put in, a 5-h.p. to run the ear corn leg and a 3-h.p. to operate the feeder, and other general repairs are being made.

Lostant, Ill.—H. A. Stotler, M. J. Stotler and John McLuckie, owners of the Lostant Grain Co., located on the Illinois Central Railroad, have purchased H. C. Vollmer's elevator, located on the New York Central Railroad.—Lostant Grain Co. [Mr. Vollmer writes: "I have been laid up for the past six weeks and have sold my elevator business to the Lostant Grain Co.," which company now owns and operates both the elevators at this point.]

CHICAGO NOTES

Board of Trade memberships are selling at \$7,500. There was recently an advance of \$3,500 within two weeks.

The Chicago Board of Trade band, Armin F. Hand director, won the Illinois Legion championship at the convention of the American Legion at Danville, Ill., Aug. 16. The band also won first prize for bands in the state.

Henry W. Brush, who has long traveled among the grain shippers of Northern Illinois, Iowa and the Northwest, beginning Sept. 1 will represent James P. Ryan of Chicago in his old territory, and will receive a warm welcome from his many old friends.

Recent new members of the Board of Trade are: Edward J. Gorman, George B. Brunton, Henry T. Hermes, Herbert S. Boone and George P. Bakalas, Dale W. McMillen, Maurice H. Bent and John H. Newman. Memberships transferred: William G. Fisher, Andrew J. Berens, Fred W. Jaeger, William J. Lyons, Ervin L. Roy and George M. Rhodes.

The brokerage firm of Seaverns & Co. has been dissolved and Louis C. Seaverns and Burford L. Porter have been admitted as general partners of Abbott, Hoppin & Co., which is opening a Chicago office. Seaverns & Co. and Abbott, Hoppin & Co., have acted as correspondents for each other during the last six years in Chicago and in New York. George A. Seaverns, grandfather of the present Louis C. Seaverns, organized the Seaverns firm in 1856, as one of the pioneer grain warehousemen. The firm was a member of the Chicago Board of Trade, as is also Abbott, Hoppin & Co. The retiring partners of Seaverns & Co. are George A. Seaverns, son of the founder, and Henry C. Pohlzon, formerly with the old Armour Grain Co.

INDIANA

Indianapolis, Ind.—Frank A. Witt Co. is insolvent and out of business.

Rushville, Ind.—Rush County Mills have installed a McMillin all steel electrically operated truck dump at their elevator.

Etna Green, Ind.—The Etna Lbr. & Elvtr. Co. is now preparing its cracked corn on a new Kelly Corn Cracker and Grader.

Leavenworth, Ind.—The flour mill owned by the late Otis L. Hosmer has been bot by Joseph Schuppert, of DePauw, Ind.

Dunreith, Ind.—The Dunreith Elvtr. has been taken over by Billman Bros., of Shelbyville, who will handle feed and coal as well as grain.

Ade (Brook p. o.), Ind.—Standard Grain Company has raised the ceiling of its driveway and along with other improvements has installed an all steel electrically operated McMillin truck dump for supplying the several different dump doors.

Kouts, Ind.—Kouts Elvtr. Co., incorporated; capital stock, 100 shares having a par value of \$100 each; incorporators: Charles and Sarah Ray and Bruce E. Loring; elevator business. Charles Ray has been the proprietor of the elevator here for some time.

Morocco, Ind.—The Morocco Grain Co. has employed as manager Edward C. Brown, of Kentland, to succeed Ross Hagen, who mysteriously disappeared several weeks ago. Mr. Brown has been employed by the McCray and Harlan Grain companies at Kentland for about 20 years.

Indianapolis, Ind.—Bert A. Boyd writing from Hendersonville, N. C., says, "Just five years ago I left my office with a bad case of 'nerves.' I still have them. I came here on doctor's orders and will remain until cold drives me south. Sleep under blankets every night. Best wishes to all my old buddies in the grain trade."

The annual contest for its managers, held by Goodrich Bros. Co., of Winchester, to determine which manager has the best kept elevator, was won, for 1932, by Lawrence Boyer, of Rosston. Ivan Mills, of Boone Grove; Forest Zimmerman of Collett; Henry McVey, of Jolietville; Harry Wagner, of Farmland; Cleo Tull, of Gilman, and M. A. Snapp, of Ridgeville, all tied for second place. The improvement of the entire line of 22 elevators has been 46% since the start of the contest in 1930.

Indianapolis, Ind.—The Regulatory Trucking Bill, H. B. 701, was undoubtedly the strongest contested bill which came up during the present special session of the legislature. The final vote in the senate resulted in a very close count of 25 noes and 22 ayes. It is anticipated that between now and the next session of the legislature in January an even fairer bill regulating trucks will be drawn up for consideration of passage at that time.—Fred K. Sale, sec'y Indiana Grain Dealers Ass'n.

IOWA

Colo, Ia.—The Farmers Grain Co. has installed a Bender Electric Truck Lift in its elevator.

Meservey, Ia.—The Hynes Elvtr. Co., of Omaha, has installed a new truck dump in its local elevator.

Rockwell, Ia.—A new grinder has been installed at the Farmers, Inc., Co-op. Society's elevator.

Mondamin, Ia.—Two distributors have recently been installed in the elevator of the Farmers Co-op. Co.

Britt, Ia.—The elevator of the Farmers Industrial Union was recently robbed of 54 cakes of block salt.

Mitchell, Ia.—The Kunz Grain Co. has opened its elevator here for business, with Sam White-man as agent.

Clermont, Ia.—Frank Fay has been engaged as manager of the newly organized Farmers Grain & Stock Shipping Ass'n.

Atkins, Ia.—Atkins Grain Co., an old established company, has incorporated; capital stock, \$25,000; incorporators: J. C. Beatty, J. H. Lensch and H. A. Haerther.

Manson, Ia.—M. E. Carnahan, manager of Davis Bros. & Potter's elevator at this point for over a year past, has moved to Superior to manage an elevator there.

Oakwood (Marble Rock p. o.), Ia.—The Farmers Grain Ass'n, whose charter expired in June, has voted to dissolve. A receiver will be appointed to liquidate the business.

Bremer, Ia.—The Farmers Co-op. Elvtr. Co. has installed a new ear corn crusher, also a magnetic separator ahead of the feed mill. The elevator building has been repainted and the siding nailed.

Greenfield, Ia.—The Farmers Co-op. Elvtr. Co. has given to the Williams Const. Co. contract for the erection of a \$5,000 elevator, to replace its house burned in June, and work has already started.

Larchwood, Ia.—A. C. Miller, former elevator owner and manager at Little Rock, has taken a position as manager of the Davenport Grain Co.'s elevator at Larchwood, which was recently re-opened.

Orange City, Ia.—The dial on the safe in the office of the Farmers Mutual Co-op. Ass'n was broken on the night of Aug. 10, and approximately \$269 in cash and checks and valuable papers were stolen.—Art Torkelson.

Linn Grove, Ia.—The Linn Grove Farmers Elvtr. Co. has purchased the elevator owned by the Western Grain Co. here and operated by Geo. E. Foval recently. The company now has both plants here.—Art Torkelson.

Bartlett, Ia.—The new elevator of Good Bros., of Hamburg, has been completed, and Mr. Richardson, the local buyer, has been taking in grain since early this month. This house replaces the elevator that burned in May.

Eldora, Ia.—R. H. Johns, former manager of co-operative elevators at Ackley and Owasa, is the new manager of the Farmers Co-op. Elvtr. Co.'s elevator here, succeeding E. B. Krominga, manager for several years past.—Art Torkelson.

Alta, Ia.—Robert Carter, local manager of the Quaker Oats Co., formerly manager of the Hynes Elvtr. at Vincent, Ia., joined the class of benedicts July 2 by marrying Miss Evelyn Hix, of Storm Lake.—Art Torkelson, with Lamson Bros. & Co.

Hamburg, Ia.—Good Bros. have recently let the contract for several Bender Truck Lifts to be placed in their various elevators. The elevator at Bartlett will have the latest type Bender Battery dump, and the remainder electric truck lifts.

Ireton, Ia.—An iron bolt in grain in the grinder at the Farmers Elvtr. Co.'s elevator, early this month, caused a spark to be thrown into the ground feed bins, the resulting fire damage amounting to several hundred dollars; covered by insurance.

Waverly, Ia.—Andy Trumpower's new mill, which is known as the Waverly Feed Mill and which replaces the plant burned last January, has just been put into operation. The building is 40x30 feet, with 20-foot studding. Four storage bins have been built in the second story, and the driveway contains an elevating pit and scales. The attrition grinding mill has a capacity of 100 pounds a minute.

KANSAS

Harper, Kan.—Windstorm damaged the mill plant of the Imperial Flour Mills Co. on Aug. 1.

Atchison, Kan.—On Aug. 6 the mill plant of Lukens Milling Co. was slightly damaged by windstorm.

Abilene, Kan.—Windstorm caused damage to mill plant and stock of the Abilene Flour Mills Co. Aug. 2.

Dodge City, Kan.—On Aug. 6 the Dodge City Co-op. Exchange sustained damage to its electrical equipment.

Wichita, Kan.—The elevator of the Consolidated Flour Mills Co. was damaged by windstorm on July 31.

Wolf (Garden City p. o.), Kan.—The Security Elvtr. has been leased by the H. E. Everly Grain Co., of Garden City.

Morris (Kansas City p. o.), Kan.—The Santa Fe Railway is asking for bids to build a 43,000-bu. elevator to replace the one that burned in June.

Inman, Kan.—On Aug. 7 the 35,000-bu. elevator of the Enns Milling Co. was destroyed by fire of unknown origin. It had not been used for some time.

Council Grove, Kan.—W. H. White recently bot at sheriff's sale for \$4,779 the house known locally as the Fraley Elvtr., also known as the United Farmers Elvtr. Co.'s elevator.

Claudell, Kan.—A traveling peddler by the name of Fred Murray, claiming to be a salesman of Fyr-Fyter equipment, has been working this territory recently and filling up empty fire extinguishers with water, charging the owners the price of carbon tetrachloride. Investigation develops the fact that Mr. Murray is not in the employ of the Fyr-Fyter Co.

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Jetmore, Kan.—The C. C. Isely Grain Co.'s elevator here has been bot by the Meservey & O'Sullivan grain commission house of Kansas City, and K. H. Dubach will continue as manager.

Mulberry, Kan.—Elevator of the Mulberry Elvtr. Co., which recently closed its business, has been purchased by the Dechairo Feed Co., of Arma, whose business has grown to the point where an elevator is necessary. Charles Dechairo, manager, has taken over the elevator.

Wellington, Kan.—It is reported that the Commander-Larabee Corp., whose mill here burned July 18, as previously reported, will not rebuild the mill for the present. The company's Hutchinson mill will serve this territory. The 1,000,000-bu. elevator which was almost completed when the mill burned, was not damaged.

Portis, Kan.—A traveling peddler, named Fred Murray, recently traded a new 1½-quart Fyr-Fyter extinguisher for two old extinguishers from the elevator manager at this station, so now has two second-hand extinguishers to sell. If you buy either, better have your local chemist determine their contents before paying for them.

Lyons, Kan.—The Central Kansas Milling Corp., capital stock \$95,000, succeeds the Central Kansas Milling Co., which was in the hands of a receiver. Sale of the old company's assets has been approved by the court. Officers of the new company are: Pres., G. L. Long; vice-pres., Ira S. Brothers; sec'y, Alvin Long, and treas., Sam Ainsworth. The re-organized company is now free from the receivership and operating as a going concern.

Cleveland, Kan.—The 16,000-bu. elevator here [owned by the Farmers Grain & Merc. Co., of Kingman, being the former property of the late J. T. Braly] is now operated by the George E. Gano Grain Corp. and I am manager. If Mr. Gano becomes the owner he will probably motorize the elevator.—Otto S. Kelly. [As previously reported, an application for a receiver on behalf of some of the creditors of the Farmers Co. was made some time ago, and the matter is still unsettled.]

Pawnee Rock, Kan.—The Rock Grain Co.'s elevator and the Shellabarger Grain Co.'s elevator were both robbed within four days. Robbers tore off the back screen door and then used a skeleton key to unlock the door at the Rock Elvtr., during the night of July 29, but finding no money in the safe in the back room, they removed the hinges to the door of the front office, where they found about \$15 in money, 'belonging to Frank Gilbert, manager. The following Monday night, Aug. 1, thieves broke open the east door of the Shellabarger Elvtr. and took a wheat tester and a check protector, but found no money.

Coffeyville, Kan.—According to a ruling in district court, following a hearing on the matter, on Aug. 8, the receivers of the Rea-Patterson Milling Co. are representing a solvent institution and as such this institution must sell the stored wheat of farmers when they advise the receivers to sell at the price prevailing at the time of this advice. Holders of stored wheat had made out claims for their holdings, seeking to find out whether their wheat was to be paid for at the price as of June 22, the date of the receivership, or whether the holders might still elect when their wheat should be sold, as was true before the receivership. In making his ruling the judge pointed out that from all representations made to the court, the Rea-Patterson Milling Co. did not go into receivership because it was insolvent, but rather because it wished to protect the interests of the plant as against threatened continuous litigation.

Speed, Kan., July 23.—Recently a traveler, named Fred Murray sold a local elevator a second-hand fire extinguisher for \$12. He sold it as a new extinguisher and it was supposed to contain carbon tetrachloride but inspection developed the fact that Murray had evidently obtained this extinguisher from some other elevator owner interested in protecting his property from the flames and sold it as a new extinguisher. He filled the extinguisher with water from a container carried in his automobile.

KENTUCKY

Russellville, Ky.—J. B. Jackson recently completed a new flour mill, which he operates under the name of the Model Mills.

Slaughters, Ky.—Brown Bros.' flour mill has been bot by John W. Stephens, who operated a mill for several years at Sacramento, Ky.

Shepherdsville, Ky.—An assignment has been made by the Shepherdsville Roller Mills, feed jobbers, on account of financial difficulties. W. A. Ice conducted the business.

MARYLAND

BALTIMORE LETTER

R. Nelson Stevens, head of Stevens Bros., grain commission merchants, has returned to his desk, after having recovered from a stomach ailment.—R. C. N.

Charles J. Landers, of C. J. Landers & Co., grain and feed merchants, will occupy his new home on Greenway, Guilford, soon.—R. C. N.

Charles E. Scarlett, chairman of the maritime com'te of the Chamber of Commerce, is traveling abroad.—R. C. N.

Geo. E. Morrison, of Geo. E. Morrison & Co., hay and grain dealers, is in a sanitarium at Sabillasville, Md., undergoing treatment for a nervous breakdown.—R. C. N.

The Chamber of Commerce has been invited by President Butler, of the Grain & Feed Dealers' National Ass'n. to send a representative delegation to the 36th annual convention of that organization.—R. C. N.

MICHIGAN

Lansing, Mich.—The Michigan Bean Jobbers Ass'n will hold its annual fall meeting in this city Sept. 7 and 8, at the Olds Hotel. An attractive program has been arranged.

Eaton Rapids, Mich.—Dan Willis, who has conducted the Belden & Co.'s business here for a number of years, has taken over the company's feed and feed grinding business here.

Oxford, Mich.—The Oxford Co-op. Elvtr. Co.'s elevator was entered by thieves during the night of Aug. 17, the safe opened and ransacked. A steel box was taken from the safe but it was empty.

Hillsdale, Mich.—Additional grain storage having a capacity of about 400,000 bus. will be built at once for F. W. Stock & Sons, who have awarded the contract for construction to the Stevens Engineering Co.

Battle Creek, Mich.—The Kellogg Co. contemplates a \$250,000 addition to its plant here. This, together with other improvements and additions now under way, represents a total investment of over \$1,000,000.

Saginaw, Mich.—The Michigan Bean Co., which operates 28 elevators in Michigan, has leased the bean elevator owned by the Saginaw Milling Co. and will take possession Sept. 1. The capacity of the elevator is 180,000 bus.

Charlotte, Mich.—Frank F. Flaherty, for many years half owner and manager of the Belden & Co. elevators here and at Chester, until ill health forced him to retire and ultimately to enter Kalamazoo Hospital, evidently wandered away from the hospital farm recently and was later found dead in a deserted barn near Kalamazoo. When Mr. Flaherty retired, his wife took over the business, which she has successfully carried on. The report in the July 27 Journals that Belden & Co. will dissolve is confirmed by John J. Flaherty, son of Mr. and Mrs. Flaherty, who writes: "Belden & Co., Inc., will dissolve and is now in process of liquidation. There are no definite plans for the carrying on of the Michigan business at the present time. Mrs. G. M. Flaherty owns a half interest in the Michigan business, and of course will be connected in some capacity with any new company that takes over Belden & Co.'s interests."

MINNESOTA

Lanesboro, Minn.—T. A. Pfund is installing a Bender Electric Truck Lift in his elevator.

Litchfield, Minn.—A large new scale is being installed in the Farmers Elvtr. Co.'s elevator.

Hendricks, Minn.—Henry Svlen has been made manager of the Farmers Elvtr. Co.'s elevator.

Cambridge, Minn.—J. A. Robertson, of Moose Lake, is the new owner of the Cambridge Mill & Feed Co.'s plant.

St. Hilaire, Minn.—Nels Benoit has come from Red Lake Falls to open the Red Lake Falls Milling Co.'s elevator here.

St. Paul, Minn.—The Gopher Grain Co. has just added a Jacobson "Economy" Magnetic Separator to its equipment.

Duluth, Minn.—The Rosenbaum Grain Corp., of Chicago, has made application for a membership in the Board of Trade.

Delphi, Minn.—Rudolph Hultquist, manager of the Farmers Elvtr. Co.'s elevator here, was married recently to Miss Lillian Lauve.

St. Paul, Minn.—A building permit has been granted to the Capitol Flour Mills, Inc., for the erection of an elevator to cost \$20,000.

Mazeppa, Minn.—Nels M. Olson, well known grain buyer associated with Mr. Mason in the operation of a mill, died recently; age 65 years.

Lake Park, Minn.—The Monarch Elvtr. Co. recently installed a Jacobson Universal hammer mill with 40 h.p. motor and built-in magnetic separator.

St. Paul, Minn.—E. H. Wichelman, formerly with Bennett & Co., has joined Scott, Burrows & Christie, where he will specialize in the commodity business.

Olivia, Minn.—The Columbia Elevator Co.'s plant here was recently overhauled in preparation for the new corn crop, the work being done by the Hogenston Const. Co.

Oshawa, Minn.—A new Fairbanks-Morse engine was installed in the Atlas Elevator, at this place and general repairs were made. The T. E. Ibberson Co. did the work.

Dotson (Springfield p. o.), Minn.—The Eagle Roller Mill Co., of New Ulm, has bot the Farmers Elvtr. Co.'s elevator here and will operate it, retaining Ernest Balbach as manager.

Bellingham, Minn.—J. P. Hackert, formerly manager of the Farmers Elvtr. Co.'s elevator at Anamoose, N. D., is now managing the Farmers Elvtr. Co.'s elevator at this point.

Hazel Run, Minn.—Arthur Cole, formerly assistant manager of the Farmers Elvtr. Co.'s elevator at Hanley Falls, Minn., is now manager of the Hazel Run Products Co.'s elevator.

Hanley Falls, Minn.—Harvey Vang has succeeded Arthur Cole, resigned, as manager of the Farmers Elvtr. Co.'s elevator. This company recently renewed its articles of incorporation for 30 years.

New Ulm, Minn.—In order to install a new power plant, including a 450-h.p. diesel oil engine, and to overhaul the mill in readiness for grinding the new crop, the New Ulm Roller Mill Co. will close the mill Sept. 1.

St. Paul, Minn.—The new address of F. M. Schutte, formerly in charge of inspection at Duluth and recently appointed chief state grain inspector, as reported in the Journal's last number, is 618 Globe Bldg., St. Paul.

Pine River, Minn.—Dunnell Bros.' flour and feed business, conducted by Dewey and Adolph Dunnell, has combined with Homer Fraser's Motor Clinic to form the Farmers Supply Co. All feeds and several brands of flour will be carried and they will buy grain.

Thief River Falls, Minn.—A new 15-ton Fairbanks Dump Scale with steel frame and extra long platform as well as improved pneumatic truck dump is being installed in one of the units of the Thief River Falls Seed House plant. The Hogenston Const. Co. has the contract.

Springfield, Minn.—The Morgan Grain Co.'s elevator, which has been idle for over a year, was recently sold under chattel mortgage foreclosure to Malmquist & Co., of Minneapolis, grain commission firm, which held the mortgage. The plant has been undergoing repairs and improvements, including an air dump for the unloading scales, and has been re-opened for business, with Robert Roiger, who managed the business for Mr. Peters, the former owner, in charge.

Stratton Grain Company

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Southwestern Wheat and Corn
Operating Stratton Elevator
2,000,000 Bus. Capacity

Adair-Morton Grain Co.

Wichita, Kansas

WHEAT-CORN-OATS-KAFIR

Luverne, Minn.—Mrs. E. E. Maloney has announced that the grain and coal business conducted by the late Mr. Maloney for 23 years prior to his death last winter, will be continued under the management of Percy R. King. The business will be conducted under the name of Agness Maloney & Co. The elevator is now in operation.

Lakefield, Minn.—The Farmers Co-op. Ass'n. better known locally as the Farmers Elvtr. Co., is under new management. New officials are in charge of the business and a new manager has been hired, Walter J. Green, of Storm Lake, Ia., having succeeded C. O. Ranney as manager. The ass'n operates two grain elevators and a coal elevator here.

Clinton, Minn.—The four elevators of Clinton have made a strict rule that they will not make final settlement for any grain brot in this year until a release from the thresher to the owner of the grain has been shown. The reason for this action on the part of the elevators is that there are so many liens and other claims against this year's grain crop.

Kiester, Minn.—Thieves entered the Farmers Elvtr. Co.'s elevator early in the morning of Aug. 3 by removing a screen from a window, then breaking the glass. They obtained \$95 in cash from the safe, after knocking off the knob and chiseling the combination, and also took Manager Johnson's \$185 shotgun and a box of shells. Checks amounting to \$600 were not taken.—Art Torkelson.

Wadena, Minn.—The T. E. Ibberson Co. built an elevator and feed mill at this station in March this year for the Wadena Flour & Feed Co., who just awarded another contract to the Ibberson Co. for the erection of a warehouse 80 feet long for storing feed products. Also a store building for retailing. This building will be built on the main street in Wadena. Materials have been ordered and work will be started at once.

Appleton, Minn.—The Atlas Elvtr. Co.'s elevator at this place was completely destroyed by fire, on Aug. 11, which started about 4 a. m., presumably from defective wiring. The manager, Chas. Stillwell, attempted to go to the cupola on the manlift while the elevator was on fire and further advanced than he thot. The manlift burned off at the top and he fell 40 feet, being badly injured. The Atlas Elvtr. Co. awarded contract to T. E. Ibberson Co. the day following the fire for a new 30,000-bu. elevator, having 12 bins, one leg, a 10-ton scale with an improved dump for receiving purposes in the driveway, Fairbanks Hopper Scale (100 bu.) to be used for shipping purposes and another 10-ton scale at the outside of the building for handling coal. T. E. Ibberson Co. has a crew of men working on the new elevator at this time.

MINNEAPOLIS LETTER

The Acme Grain Co. has extended its corporate existence 30 years.

H. F. Shepherdson, formerly connected with the Quinn-Shepherdson Co. and well known in grain circles here, has opened a grain commission office in the Chamber of Commerce.

B. J. Dodge is now associated with the Hallet & Carey Co. in the milling wheat department. For two years Mr. Dodge was sales manager for the Farmers National Grain Corp. here.

Memberships have been purchased in the Chamber of Commerce by G. W. Hales, of Hales & Hunter, Chicago, and by C. C. Baker, of the Farmers National Grain Corp.'s Duluth office.

D. C. Baldwin, who has been associated with the Van Dusen Harrington Co. and with the Brown Grain Co. for a number of years, has recently connected with the Becher-Barrett-Lockerby Co.

The consignment department of the Winter-Truesdell-Diercks Co. is now in charge of Rolan L. Remund, formerly of Hallett & Carey Co. Mr. Remund has been active in the grain business for 40 years.

O. W. Simonson has been appointed general superintendent of the St. Anthony & Dakota Elvtr. Co., succeeding the late Charles D. Junkin. Mr. Simonson has been associated with this company for 32 years.

Painful, but fortunately not serious, injuries were suffered by Ross A. Dinsmore, formerly of the McCaull-Dinsmore Co., grain dealers of this city, when his auto went into a ditch near St. Cloud, Minn., early this month. Mrs. Dinsmore's arm was broken and their daughter was badly bruised.

MISSOURI

Centralia, Mo.—The Producers Grain Co. sustained nominal damage to electrical equipment on Aug. 3.

St. Louis, Mo.—Efforts of burglars to open the vault of the Annan-Burg Grain & Milling Co. failed recently.

Jasper, Mo.—The Jasper Farmers Co-op. Co. has recently added to its equipment a Bender Electric Truck Lift.

Salisbury, Mo.—Lou McCorkle, manager of the Salisbury Milling Co., is installing a Bender Electric Truck Lift in the elevator.

Gilmore, Mo.—The Silex Grain Co. has completed the reconstruction of its elevator, which it moved from Silex to Gilmore, on account of the abandonment of the railroad at that point, as reported recently. A. L. Stephens is manager.

Norborne, Mo.—I have rented the Seward Elvtr. and will be here but for the duration of the crop season. There seems to be but little opportunity now in the grain business, as the farmers product is so low that a profit is difficult to find.—W. H. Hurley.

Jamesport, Mo.—The elevator formerly operated by the Farmers Co-op. Ass'n, which quit handling grain several years ago, the building having since been used as a butter factory and also as an ice factory, was sold last month by the trustee in bankruptcy to J. Ed. Tye, E. D. Malone, J. L. Trimble and L. G. Shafer. The new owners have not decided what disposition to make of the building.

KANSAS CITY LETTER

The U. S. Grain Inspection Buro is moving from the Board of Trade Bldg. to the 114 West 10th St. Bldg., where 1,800 square feet of space has been leased. The change was made to reduce government operating expenses.

Applicants for membership in the Board of Trade include Edgar Wood, on transfer from R. A. Wood, both of Goffe & Carkener, Inc., and John R. Morris of Minneapolis with W. V. O'Dowd. Memberships are selling at \$4,000.

Charles D. Carlisle, founder of the Carlisle Commission Co., has retired from the company to devote his entire time to his personal affairs and has been succeeded as pres. of the company by Vice-Pres. Zimmerman. George M. Chesterfield continues as sec'y-treas. The company recently acquired a two-story brick warehouse, capacity 500 tons, with switch on the Missouri-Pacific tracks near the hay market.

The Equity Union Grain Co. is reported to have joined the Farm Board set-up, and application has been made for the transfer of memberships held by Equity Union members in the Kansas City Board of Trade to members of the Hall-Baker Grain Co., subsidiary of the Farm Board. Two of the five co-operatives in this territory previous to the organization of the Farmers National Grain Corp. still merchandise their own wheat, the Southwest Co-op. wheat Growers Ass'n, known as the Kansas Wheat Pool, and the Co-op. Commission Co., of Hutchinson.

MONTANA

Conrad, Mont.—L. L. Dean has leased the Conrad Merc. Co.'s elevator.

Fergus, Mont.—Leonard Matson now has charge of the Montana Elvtr. Co.'s elevator at this point.

Vandalia, Mont.—Harvey Memming is the new manager of the St. Anthony & Dakota Elvtr. Co.'s elevator here.

Whitewater, Mont.—J. Kteering, of Peerless, has been appointed manager of the Big Flat Grain Co.'s elevator here.

Nohly, Mont.—George W. Grayson, of Antelope, has been appointed manager of the Fairview Mill Co.'s elevator at this point.

Beaverton, Mont.—Ira Thompson, of Saco, has been appointed manager of the St. Anthony & Dakota Elvtr. Co.'s elevator at this point.

Chester, Mont.—Andrew Hanson, who owns mills in Plentywood and Wolf Point, has bot the Chester Flour Mill and will re-open it.

Hinsdale, Mont.—A. A. Pankratz, of Nashua, has been appointed manager of the St. Anthony & Dakota Elvtr. Co.'s elevator at this point.

Lewistown, Mont.—The Montana-Dakota Grain Co. has taken over the Swift Grain Co.'s elevator, retaining Ed Markham as local manager.

Suffolk, Mont.—Swift Co.'s elevator will open under the new management of the Lake Elvtr. Co., of Great Falls, with Mr. Buris in charge.

Plains, Mont.—The Gregory & Mikkelsen Co., of Spokane, Wash., has taken over the Plains Mills, which will be managed by George C. Gregory.

Park City, Mont.—Supt. Janke of the Occident Elvtr. Co.'s elevators, Billings, has opened the elevator at this point, and Stanley Pearsall will be the local manager.

McElroy, Mont.—Peter Bredevine, formerly with the Osborne-McMillan Elvtr. Co. at Westby, Mont., is now buying for the Farmers Equity Elvtr. Co. here.—Frank G. Welsh.

Livingston, Mont.—The Livingston Milling Co.'s new elevator has recently been put into operation, altho the mill is not yet ready to operate. These buildings replace the plant burned last winter.

Wolf Point, Mont.—N. E. Norman, of Grenora, N. D., has bot the elevator that stands at the east end of Elevator Row, known as the Farmers Pool Elvtr., and will operate it on his own account as an independent house.

Fairview, Mont.—L. Geister, of Lansford, N. D., has charge of the Woodworth Elvtr. Co.'s elevator for the season. Previously the elevator had been in charge of Adolph Tele, who is now with the same company in South Dakota. The local elevator was closed during most of last season because of crop failure thruout this district.

Rapelje, Mont.—The Star Elvtr. will be open again this year, after having been closed for two years. The Montana Elvtr. Co., of Great Falls, has taken over the elevator and placed Charles W. Franks, who has had charge of the Swift Grain Co.'s house here for the two past years, in charge. It is reported that the Swift Co.'s elevator has been sold to other parties and will probably not open this season.

NEBRASKA

Wymore, Neb.—The Black Bros. Flour Mills sustained damage to their electrical equipment on Aug. 1.

Walthill, Neb.—The Holmquist Elvtr. Co.'s elevator has been re-opened, with William Wingett as manager.

Columbus, Neb.—Peter Schmidt sustained windstorm damage of considerable proportions on his milling plant, Aug. 5.

Axtel, Neb.—The elevator owned by the Nye-Jenks Grain Co. has been re-opened with L. E. Sanders, of Holdrege, as manager.

Holmesville, Neb.—Mr. Pecht, of the Holmesville Farmers Elvtr. Co., died early this month, after a brief illness, at the age of 53 years. He is survived by his widow, one son and three daughters.

Loretto, Neb.—The elevator here that at one time belonged to the Farmers Elvtr. Co. and later to James Barnes has been sold to Dorsey Barnes, of Rapid City, S. D., and is being opened for business.

Hadar, Neb.—Thieves broke into the Farmers Grain & Livestock Co.'s elevator Sunday night, July 24, and made way with a large number of tools and pocket knives. They also broke the lock on the safe.

McCook, Neb.—The Farmers National Grain Corp. has opened an office here, with A. F. Conrad, former branch manager of the Equity Union Grain Co., as manager. The Equity recently joined the Farmers National.

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Omaha

Omaha, Neb.—The five-story re-inforced concrete addition to the flake mill of the Miller Cereal Mills, started in March, has been completed and is now in operation. The addition and equipment represent an investment of \$35,000.

Big Springs, Neb.—C. A. Fuelscher, of Holyoke, Colo., who has been in the grain business for 10 years, has leased the Johnson Elvtr. Co.'s elevator from the referee in bankruptcy, and is now operating it under the name of C. A. Fuelscher, lessee Johnson Elvtr.

Omaha, Neb.—Completion of the rebuilding of the Allied Mills, Inc., damaged by explosion and fire in April, will probably be by Sept. 1. Improvements to increase the capacity of the mills are also being made. Operation of the plant was partly suspended this summer.

Gurley, Neb.—The Farmers Union Co-op. Ass'n was one of five business houses to be robbed during the night of Aug. 17. Two of the elevator company's safes were opened, with nitroglycerin, and \$500 in checks and \$300 in currency taken.—Art Torkelson, with Lamson Bros. & Co.

Gordon, Neb.—The Farmers Elvtr. Co., which recently sold its elevator on the east side of Main St. to the Farmers National Warehouse Corp., as reported in the Journal's last number, has taken charge of the west side elevator, which for years has been operated by Bert Stouffer, and Ross Magowan will manage it.

NEW ENGLAND

Lynn, Mass.—The Butman Grain & Feed Corp.'s plant was damaged by fire recently; loss, \$25,000; a quantity of grain, feed and flour burned also.

Boston, Mass.—Application for membership in the Boston Grain & Flour Exchange has been filed by A. Ware Bosworth, of the Cereal By-products Co., in charge of the recently opened Boston office.

Boston, Mass.—James F. Hammers, who at one time operated as James F. Hammers & Co., feed and grain brokers, and who was a member of the Grain & Flour Exchange, died at the Lawrence Memorial Hospital, Bedford, Aug. 2, as the result of injuries received in an auto accident several months before.

NEW YORK

Buffalo, N. Y.—The Buffalo Corn Exchange has elected Thomas C. O'Brien as director to fill the unexpired term of Dwight K. Yerxa, who has been transferred to Minneapolis.

Buffalo, N. Y.—Manufacturing operations in this city have been discontinued by the Quisenberry Fred Mfg. Co., whose plant here has been operated for a number of years, James E. Musgrave, vice-pres., being manager. The Kansas City mill of the company will continue operations.

NORTH DAKOTA

Barlow, N. D.—The Farmers Elvtr. Co.'s elevator was recently damaged by fire.

Kensal, N. D.—Merritt McKinnon has reopened the Atlantic Elvtr. Co.'s elevator.

Manfred, N. D.—The new manager of the Co-op. Grain Co. is M. Braget, of Heimdahl.

Hamlet, N. D.—Mr. Morey, of Burlington, is the new manager of Nelson Bros.' elevator.

Anamoose, N. D.—The new manager of the Farmers Elvtr. Co.'s elevator is Ed Schroeder.

McVillie, N. D.—The National Elvtr. Co. has bot the McVillie Independent Elvtr. Co.'s elevator.

Appam, N. D.—William Henrikson is the new manager of the Appam Farmers Elvtr. Co.'s elevator.

Woods, N. D.—A 15-ton scale and a new pan are being installed at the Farmers Elvtr. Co.'s elevator.

Larson, N. D.—The new manager for the St. Anthony & Dakota Elvtr. Co. at this point is A. L. Tennis.

Charbonneau, N. D.—Albert Lillethun, of Westby, Mont., is now buying for the Big Flat Grain Co. here.

Scranton, N. D.—The Scranton Grain & Supply Co. has appointed H. F. Miller manager of its elevator here.

Donnybrook, N. D.—The Farmers National Grain Corp. has bot J. G. Egan's elevator and retained him as manager.

Temple, N. D.—Iver Christensen has been appointed local buyer for the St. Anthony & Dakota Elvtr. Co.'s elevator.

Douglas, N. D.—A. Dodge, of the Dodge Elvtr. Co., has arranged to re-open the elevator here, with Glen Larson as manager.

Forman, N. D.—S. M. Anderson is operating his recently purchased elevator under the name of the Anderson Grain & Fuel Co.

Crosby, N. D.—R. L. Rousseau has been appointed manager of the National Elvtr. Co.'s elevator, succeeding Percy Paulson.

Milton, N. D.—The Monarch Elvtr. Co. has installed a new conveyor and the Farmers Union Elvtr. Co. has put in a new hopper scale.

Carson, N. D.—The Carson Roller Mills recently installed a Jacobson "Economy" Magnetic Separator ahead of their attrition mill.

Harvey, N. D.—The Tenney Elvtr. here has been opened by Nick Welter, former manager at Strasburg, who will operate the house this season.

Lignite, N. D.—I am buying here for the Dodge Elvtr. Co. Was with the Farmers Equity Elvtr. Co. of McElroy, Mont., in 1931.—Frank G. Welsh.

Kildeer, N. D.—A new 15-ton dump scale was installed in the Powers Elevator here along with a modern truck dump. The T. E. Ibberson Co. did the work.

Tuttle, N. D.—L. L. Friestad has succeeded Hub Garvert as manager of the Farmers Elvtr. Co.'s elevator here, Mr. Friestad having been former assistant.

Carrington, N. D.—The Carrington Grain Co.'s elevator, closed last season, has been opened by C. F. Bohn, of Frankfort, S. D., for the C. C. Wyman Co.

Northwood, N. D.—E. H. Otterson, formerly with the Cargill Elvtr. Co. at Millerton, N. D., is the new agent here for the St. Anthony & Dakota Elvtr. Co.

Columbus, N. D.—Adolph Odegard, formerly with the Great Western Grain Co. at Lignite, N. D., is now manager for the Osborne-McMillan Elvtr. Co. here.

Dickey, N. D.—The Farmers Co-op. Elvtr. Co.'s elevator has been taken over by the Monarch Elvtr. Co. and Joel Langseth, of Manfred, is now in charge.

Leeds, N. D.—I have bot the Nels Dokken Elvtr. here. I was formerly in charge of the Woodworth Elvtr. Co.'s elevator at Southam, N. D.—Albert Anderson.

Bement (Bisbee p. o.), N. D.—The Kellogg Commission Co. has opened the elevator at this point and placed Mr. Sholos, of Crookston, Minn., in charge as buyer.

Pillsbury, N. D.—Frank McKay has succeeded Henry Tennison, deceased, as manager of the Pillsbury Elvtr. Co.'s elevator. Mr. McKay comes from New Rockford.

Hurdfield, N. D.—Joe Schieb, former manager of the Farmers Elvtr. Co.'s elevator at Heaton, has been appointed manager of the Farmers Co-op. Elvtr. Co.'s elevator here.

McHenry, N. D.—The Powers Grain Co., of Minneapolis, has taken over the White Elvtr., formerly the Wheat Growers Elvtr., and appointed Thomas McCormick manager.

New Rockford, N. D.—The Munster Equity Elvtr. Co. has appointed as manager of its elevator Tom Worthing, of Rawson, who succeeds Frank McKay, who has taken a position at Pillsbury.

Aneta, N. D.—After being closed for some time, the Kellogg Commission Co.'s elevator is being re-opened.

Beach, N. D.—An elevator, to be managed by A. E. Bell, is being put in operation by Charles Bordman, Powers Elvtr. Co. auditor from Jamestown, and Mr. Solenf, of Minneapolis.

Tappen, N. D.—J. A. Frank has been appointed manager of the Equity Elvtr. Co.'s elevator, succeeding A. C. Zimmerman, who has taken a similar position at Ayr, N. D.

Kildeer, N. D.—A new 15-ton Fairbanks Dump Scale and an improved truck dump have been installed at the Kildeer Grain Co.'s elevator. The T. E. Ibberson Co. had the contract.

Hatton, N. D.—Louis Gjere, who lived here at one time but has operated an elevator at Cando for the past 27 years, has purchased and will operate the Ness Elvtr. Co.'s elevator here.

Voltaire, N. D.—C. S. Opland, formerly with the Osborne-McMillan Elvtr. Co., has been appointed manager of the Farmers Elvtr. Co.'s elevator, succeeding Edward Holt, deceased.

Hampden, N. D.—Installation has been completed for the Farmers Elvtr. Co. of a new 15-ton Fairbanks Dump Scale, with steel frame and double faced dial, by Hogenson Const. Co.

Mylo, N. D.—The Mylo Grain Co., new owners of the former Farmers Elvtr. Co.'s elevator, has appointed Lloyd Nelson, of Maxbass, as manager. A grain and fuel business will be conducted.

Cando, N. D.—The Cando Mill & Elvtr. Co-op. Co., F. N. Cowan manager, contemplates building a 60,000-bu. elevator during the summer of 1933. The company's elevator burned in June, as previously reported.

Minot, N. D.—The St. Anthony & Dakota Elvtr. Co. has transferred C. F. Clark, division superintendent with headquarters at Bowbells, N. D., to this point, to succeed the late H. H. Stahl, in the same capacity.

Sentinel Butte, N. D.—The Farmers Elvtr. & Trading Co. has had its elevator overhauled by the Hogenson Const. Co. in preparation for the new crop. New elevator legs were built, equipped with two modern head drives.

Underwood, N. D.—The Monarch Elvtr. Co. is building an elevator and feed mill at this point and will install a Jacobson No. 4 Universal Grinder with direct connected 40-h.p. motor and built in "Economy" Separator.

Perth, N. D.—We have built a new approach to this elevator, remodeled the office and made other minor repairs necessary to put the plant in good running order. The capacity is about 20,000 bus.—John Klier, agt. Imperial Elvtr.

Ayr, N. D.—A. C. Zimmerman, former manager of the Equity Elvtr. Co.'s elevator at Tappen, N. D., is now manager of the Farmers Co-op. Elvtr. Co.'s elevator here, succeeding John Jensen, who has gone to Jamestown.

Niles (Leeds p. o.), N. D.—The elevator recently purchased here by the Kellogg Commission Co., of Minneapolis, is the former Page & Co. Elvtr., of which E. Tufte was manager. Mr. Tufte continues as agent for the new owners.

Rawson, N. D.—It is reported that, when the Farm Board organizers failed in their efforts to get the local Farmers Co-op. Elvtr. Co. to join the Farm Board set-up, they persuaded some of the stockholders to get a track loader, the plan being to compete with the local elevator.

Manvel, N. D.—The elevator operated by the Manvel Grain Co. burned Aug. 3; loss, \$9,000; partly insured. The building was vacant last year but was being prepared for this year's crop. The company, which also owns the only other elevator here, is composed of Charles Colosky, J. R. Poupore, George Udenby and W. W. Bleecher.

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Selfridge, N. D.—Benjamin Halverson, who was employed at the Equity Exchange's elevator at McLaughlin, S. D., for a number of years, has been made manager of the Dodge Elvtr. Co.'s elevator here, which has been opened by the Bagley Grain Co. after being closed for the past two years.

Forfar (Lansford p. o.), N. D.—Arthur Helgerson, who has been working in the Farmers Elvtr. Co.'s elevator at Westhope, N. D., which is run by his father, A. J. Helgerson, is the new manager of the Cargill Elvtr. here, which has been re-opened. The elevator was closed last fall on account of the total failure of the crops in this section.

Bottineau, N. D.—The Great Western Grain Co. has re-opened its elevator, closed for over a year, placing Gene Martin in charge. The Bottineau Grain Co. re-opened its elevator, continuing Carl Gorder in charge. Strom's Co-op. Elvtr. has been repainted and repaired and the new manager is Ernest Crandall. The St. Anthony & Dakota Elvtr. Co. has appointed J. A. Waldo manager of its local elevator.

Walhalla, N. D.—Charlie Fox has been employed as grain buyer at the elevator recently opened by the Farmers Union Elvtr. Co., which that company purchased about three years ago from the Walhalla Co-op. Elvtr. Co. and which has been closed for the past two years except to store surpluses. E. E. Lofthus will continue as manager of the company's other elevator. L. H. Mitchell will manage the elevator of the Powers Elvtr. Co., of Minneapolis, which that company sold two years ago to the Wheat Growers Ass'n and which it has had to repossess.

Abercrombie, N. D.—Holbert Strand, grain buyer for the Farmers Elvtr. Co.'s elevator here, on Aug. 8 was drawn to the shaft of a grain cleaner by a belt which had slipped from one of the wheels of the cleaner, wrapping itself around his neck. Death was caused either by a broken neck or from strangulation. A few scratches on the face were the only outward injuries sustained. A pair of glasses he was wearing were not broken. Mr. Strand, who was 35 years of age, is survived by his widow and four children, one of whom underwent an operation for appendicitis only a few days before the father's death.—Art Torkelson.

Grand Forks, N. D.—Crop mortgages became outlawed, I believe, July 26, thirty days after the primary election, but there has been filed another petition containing some twelve thousand signatures asking for the repeal of this Act which will be voted upon at the November election. It would appear that the people of this State will vote favorably upon any initiative measure and consequently the probabilities are that the law will be repealed again. It would seem, however, that some one should be sufficiently interested to test the constitutionality of this Act passed last June should the initiative repeal act fail of passage. As grain men we are not at all interested in having the initiative law tested. The crop mortgage law developed into a nuisance in that every collector appeared to believe he had a perfect right to secure any and all information he may desire from a grain man.—P. A. Lee, sec'y Farmers Grain Dealers Ass'n of North Dakota.

OHIO

Amanda, O.—Wind damaged the roof of the Huston Grain Co.'s elevator recently.

West Milton, O.—Henderson & Jones have installed a McMillin type "A" belt driven truck dump.

Delaware, O.—The Farmers Exchange has added new cleaning equipment furnished by the Sidney Grain Mch'y. Co.

Washington C. H., O.—Sunshine Feed Stores recently installed a new Sidney Electric Truck Dump, also a new corn sheller.

Bradford, O.—J. R. Helman has added a McMillin all steel electrically operated wagon and truck dump to the equipment of his elevator.

Tippecanoe City, O.—New corn meal equipment has been installed by the Tipp Roller Mills, the machinery being furnished by the Sidney Grain Mch'y. Co.

Toledo, O.—Fire damage amounting to about \$100 was sustained by the B. & O. Elvtr. Co.'s elevator after friction in cables ignited dust and dirt accumulated in a chute.

Seaman, O.—The business conducted here by J. W. Harsha, under the name of Harsha's Exchange, has been taken over by the P. H. Harsha Milling Co., of Portsmouth.

Clarksville, O.—O. G. Davis has been appointed manager of the Farmers Exchange Co.'s elevator, succeeding I. C. Smith, who was temporary manager succeeding B. O. Thompson.

Youngstown, O.—Two hold-up men recently entered the office of Smith Crawford, feed dealer for many years, also elevator operator, and murdered him as he sat in his chair. Mr. Crawford was 79 years of age.

Kingston, O.—The Jesse Brundige Estate has removed its old office building, which served for more than 50 years, and is erecting a new one on the same site. A new building was needed for more space and modern improvements.

Van Wert, O.—Our property was sold on July 28 to Jesse A. Stemen, of Convoy, O. [former manager of the Convey Equity Exchange's elevator], and will now be known as the Farmers Granary.—Van Wert Equity Exchange Co.

Dyke (Mansfield p. o.), O.—The Dyke Equity Exchange Co. [operating an elevator and warehouse] has been assigned to the writer. The business will be discontinued. Successor not known.—V. E. Rudy, assignee Dyke Equity Exchange Co.

Sandusky, O.—A joint meeting was held in this city on July 15 by the Eastern Michigan Bean Ass'n and the Thumb Bean Ass'n, railroad rates being the main topic of discussion. A number of traffic officials of different railroads were present.

Mingo, O.—I now operate elevator at North Lewisburg and at Mingo. My elevator at Hagenbaugh (Cable p. o.) burned July 20 [as reported in the last number of the Journal]. Elevator at Mingo is installing larger cleaner, new 20-ton scale, new electric power, feed grinder.—O. N. Clark.

Circleville, O.—The Ohio Grain, Mill & Feed Dealers Ass'n held a meeting of the local dealers at the Pickaway Country Club, on Aug. 15, in an effort to curb ruinous price wars in this district. All local interests were asked to join in an effort to put the grain business on a more secure foundation.

Kinnikinnick, O.—Charles M. Raub, manager of the Jesse Brundige Elvtr. here since 1925, when the elevator came into its present ownership, died from heart failure on Aug. 6. Prior to 1925 Mr. Raub had worked in the Kingston Grain Co.'s plant, at Kingston, O., which was formerly owned by his father.

OKLAHOMA

Hobart, Okla.—The warehouse of Shepherd & Son and hay contained therein were damaged by fire of undetermined origin on Aug. 15.

Yukon, Okla.—Governor Murray has appointed John Kroutil, pres. of the Yukon Mill & Grain Co., member of a com'te to inquire into what are considered as excessively high compensation insurance rates in this state.

Roosevelt, Okla.—The Hagemeier Grain Co. has recently added a Bender Electric Truck Lift to the equipment of its new 5,000-bu. elevator. The Douglas Gin Co. has also installed a Bender Electric Truck Lift in its elevator.

Okeene, Okla.—After being employed as grain buyer for the Okeene Milling Co. at this point for several months, R. H. Dickinson has been transferred to Colorado, Tex., to be the manager of an elevator and feed mill owned by the same interests.

Stillwater, Okla.—The Shannon Grain & Seed Co.'s plant was visited by robbers, during the night of Aug. 9, who escaped with \$300 in cash, also valuable papers and a quantity of checks. Entrance was gained by breaking a window in the rear of the seed store and lifting a bar that held the window in place.

Blackwell, Okla.—Mrs. W. J. Evans, a widow with five minor children, has received a cash payment of \$18,000 from the Blackwell Mill & Elvtr. Co. and the Midland Flour Milling Co. in settlement of a court damage suit, the outgrowth of the death of Mrs. Evans' husband, who was fatally injured about two years ago while on duty for the company. The settlement closed an appeal from a \$24,000 jury verdict.

PACIFIC NORTHWEST

Hartline, Wash.—H. H. Higgins, son of Stephen Higgins, has taken the place of his father, who died late in June, as manager of the Farmers Union Grain Co.'s elevator.

Asotin, Wash.—William Hollingsworth is erecting a 10,000-bu. frame elevator on his farm near here.

Deer Park, Wash.—The Deer Park Grain Co. has installed a hammer mill for feed grinding, and will prepare stock and poultry feed.

Malad City, Ida.—W. Scott Hall, a former grain man here, has taken over the management of the Inter-Ocean Elvtrs. here and will represent that firm as grain buyer this fall.

Portland, Ore.—Howard George, manager of the Portland Merchants Exchange, is reported to be improving, and unless complications develop he will recover from his serious illness.

Ephrata, Wash.—The Patrick Grain Co. has been organized here by Paul and Myrtle Patrick.—F. K. H. [Paul Patrick was formerly manager of the Fred Schwab Commission Co., operating an elevator at this point.]

Silverton, Ore.—The Crown Mills, of London, England, thru their Portland branch, have purchased the Loughmiller Flour & Feed Mill here and have taken possession. Some improvements may possibly be made in the plant.

Portland, Ore.—E. S. Johnston, formerly manager of the Portland Grain Exchange, has become associated with the Shaver Transportation Co., soliciting wheat freight for truck and river movement to Astoria, Longview and this city from the district around The Dalles and Goldendale.

Molson, Wash.—The Molson Union Elvtr. Co. has had Leon Swegle's warehouse and will build a 30-foot addition to it. The company has also rented the Dulaney warehouse, and is now in position to handle the new crop. This company's elevator burned in June, as previously reported.

Portland, Ore.—Miss Norma B. Saxwick, who for the past three years has been telephone operator and stenographer for the Portland Merchants Exchange, was caught in an undertow while swimming in the Columbia River at Bingen, Wash., Aug. 5, apparently attacked by cramps and was drowned. In trying to save her, Dr. A. A. Ausplund was also drowned.

Pendleton, Ore.—Pendleton wheat growers have wired Max Gehlhar, state agriculture director, to start immediately an investigation into grain trade practices regarding grading, smutting and discount. D. H. Nelson, proponent of the "dollar wheat plan," was appointed to lead the action of the growers in their co-operation with the state officials in investigating grain trade practices.—F. K. H.

Portland, Ore.—The hay com'te of the Oregon Feed Dealers Ass'n and hay dealers of this territory recently met with Max Gehlhar, head of the state department of agriculture, who agreed to waive the cost of hay inspection necessary because of the addition of the new agreement with the Federal Government providing Federal supervision, totaling \$1.50 per car, until the next session of the legislature, when the state inspection laws can be brought up to date to meet modern conditions. The reasons for the opposition of the feed dealers to the new Federal hay inspection were given in the July 27 Journals, one of which is that it is discriminatory in that no inspection is provided for hay in trucks.

Waterville, Wash.—The Seattle Grain Co. has opened its warehouses in Douglas County and has everything in readiness to handle the new wheat crop. Following are the locations of the houses and the managers for this season: Waterville, J. H. Stotts; Alstown, Allen Sutor; Douglas, W. A. Longacre; Mansfield, A. L. Smart; Withrow, C. A. Bean; Supplee (Withrow p. o.), Myron Estill. The Douglas County interests of the company are under the management of George Estill. The Milwaukee Grain Elvtr. Co., under the management of J. R. Marney, has also opened its Douglas County warehouses, which, with the managers, are as follows: Waterville, Supplee and Alstown, J. H. Stotts; Mansfield, Roger Gallaher; Withrow, Edgar Mitchell; Douglas, John Owens.

PENNSYLVANIA

Philadelphia, Pa.—The Penn-Jersey Feed Mills have been elected to membership in the Commercial Exchange.

Jermyn, Pa.—The plant of the Jermyn Feed & Grain Co. was damaged by fire in the afternoon of Aug. 4; loss, \$10,000; grain and hay valued at \$4,000 was destroyed. Spontaneous combustion was given as the possible cause of the fire.

Prospect, Pa.—A new feed and flour manufacturing business has been established here by D. W. Lepley and William Shiever, who will operate as Lepley & Shiever.

Roeders (Summit Station p. o.), Pa.—After a quantity of grain had been ground at Roeders Flour & Feed Mill, late in the afternoon of Aug. 3, Sidney Roeder, son of John Roeder, owner of the mill, was filling the tank of the machine with gasoline when the hot motor ignited the gasoline fumes, causing an explosion and fire. Norman Spancake, grandson of the owner of the plant, was fatally burned, his death occurring a few hours later at the Good Samaritan Hospital, where both men were taken, and Sidney Roeder suffered burns of the entire body, but his condition was not considered critical. A large quantity of grain and two cars of flour that had been received at the mill only a few days previous to the fire, and the machinery, etc., were destroyed. Improvements amounting to about \$1,000 were recently completed on the building. Loss, about \$15,000.

SOUTH DAKOTA

Corsica, S. D.—I. O. Davis has rented the Farmers Elvtr. Co.'s elevator.

Canton, S. D.—A new roof was recently put on the plant of the Farmers Elvtr. Co.

Iroquois, S. D.—Lon Annis has installed a Bender Electric Truck Lift in his elevator.

Yale, S. D.—The Shanard Elvtr. Co.'s elevator will be managed by O. W. Tolman this season.

Milbank, S. D.—A truck hauling grain to the elevator of the DeWerd Milling Co. damaged the scale on Aug. 6.

Tolstoy, S. D.—J. C. Raugust is now manager of the Hallet & Carey Co.'s elevator, known locally as the east elevator.

Cuthbert, S. D.—The driveway and yard of the local elevator of the Atlas Elvtr. Co. has had a top dressing of gravel.

Newark, S. D.—Frank Windorski, of Benson, Minn., has succeeded T. F. Henderson as manager of the Atlas Elvtr. Co.'s elevator here.

Ben Claire (Valley Springs p. o.), S. D.—Arthur Levene, of Ware, Ia., has been appointed manager of the Quaker Oats Elvtr. here.

Troy, S. D.—The elevator formerly operated here by the Great Western Grain Co. has been moved to Revillo, S. D., without being taken down.

Timber Lake, S. D.—George Hurd, who recently resigned as county auditor, has bot the elevator of the Farmers Exchange, it is reported.

Wessington Springs, S. D.—The Jerauld County Equity Union Elvtr. Co. has appointed Frank Jensen manager of its elevator, succeeding W. F. Caldwell.

Letcher, S. D.—The Farmers Elvtr. Co.'s elevator burned about the middle of this month; loss, \$30,000; about 12,000 bus. of grain was consumed. The fire was caused by lightning.

Farmer, S. D.—Will Borman has been appointed manager of the Farmers Union Co-op. Exchange's elevator, succeeding B. J. Luken, recently resigned after managing the elevator for 13 years.

Seneca, S. D.—I have purchased the new Farmers Elvtr.; capacity, 30,000 bus.; handle grain, coal, gasoline and oils; situated on the C. & N. W. R. R. Am operating under the name of E. B. Kast.—E. B. Kast.

Revillo, S. D.—The Great Western Grain Co.'s elevator has been moved to this point from Troy, S. D., by means of caterpillar tractors, the route taken being a little more than 22 miles. The elevator weighs about 125 tons and is nearly 80 feet high. The move was made in 10 days and was almost entirely thru fields. Three bridges were built over creeks along the way.

Duxbury (Mansfield p. o.), S. D.—Al Peck is the new manager of the Duxbury Co-op. Elvtr. Co.'s elevator, succeeding J. H. Peck, who is now managing his own elevator at Gallup (Ashton p. o.), S. D., as reported in the Journals' last number.

White, S. D.—H. C. Denhart, independent grain and coal dealer at this point, has installed a Jacobson "Economy" Magnetic Separator which protects his attrition mill from damage by tramp iron in the feed. This operates from his 220-volt power line.

Corona, S. D.—William W. Stapleton, a resident of this town for 42 years and former grain buyer for years for the Empire Elvtr. Co., died at his home, on July 27, at the age of 77 years. He had been in poor health for several years, due to severe heart attacks. He is survived by one daughter and several grandchildren, his wife and five children having preceded him in death.

Jefferson, S. D.—Our elevator that burned down July 10 was a 20,000-bu. house and a good elevator but had not been in use for the last few years on account of the location not being the best. Insurance carried on it was \$1,500. The house will not be rebuilt, as it is not needed any more, the 35,000-bu. house we are operating now being able to handle all the grain that comes to Jefferson.—Farmers Elvtr. Co., by P. A. Bernard, mgr.

SOUTHEAST

Warrenton, Va.—I have just started in the mill and feed business.—R. F. Ogden.

TEXAS

Slaton, Tex.—The Slaton Coal & Grain Co.'s plant burned recently; partly insured.

Stratford, Tex.—Henry Kutchinski has been appointed manager of the J. T. Patton Grain Co.'s elevator.

Wichita Falls, Tex.—The Wichita Mill & Elvtr. Co. recently added to its equipment a Bender Electric Truck Lift.

Waco, Tex.—The Early Grain & Seed Co., one of the oldest grain companies in Texas, is reported to be going out of business and to be leasing its elevator to a reliable company.

Waco, Tex.—The feed warehouse of the Ruhmann Grain Co. burned Saturday morning, Aug. 6; loss, approximately \$8,000. The building contained oats, corn, hay and cottonseed meal.

Farwell, Tex.—An Aug. 8 attempt was made to burn the elevator of the Henneman Grain & Seed Co. Kerosene had been poured on the outside of the office door and burned matches were found, but the fire burned out with very little damage.

Colorado, Tex.—R. H. Dickinson, who has been grain buyer for the Okeene Milling Co., at Okeene, Okla., has been appointed manager of the elevator and feed mill at this point that is a part of the same organization to which the Okeene Milling Co. belongs.

Galveston, Tex.—Hans Guldman, pres. of the Wharton and El Campo cotton oil mills and vice-pres. of the New Orleans Export Co., one of America's leading cottonseed meal and cake exporters, was killed at his home in this city recently when the gun he was cleaning accidentally discharged. He was 50 years of age.

Sherman, Tex.—Harry L. Stover, general manager of the Waco Mill & Elvtr. Co., of Waco, Tex., for many years and who resigned when that plant was taken over by General Mills, Inc., has joined the G. B. R. Smith Milling Co. as grain buyer and a vice-pres. of the company, which is now a unit of the Commander-Larabee Corp., as previously reported.

UTAH

Elsinore, Utah.—J. Durfee, of Roosevelt, Utah, will start operation of the Elsinore Roller Mills about Sept. 1. The mill was bot by the Durfee Bros. in April, and they have thoroly renovated the plant.

WISCONSIN

Wisconsin Rapids, Wis.—Additional machinery has been installed in the feed plant of the McKercher Milling Co., which has been given a thoro overhauling also.

Conrath, Wis.—The Clover Belt Lbr. Co. is improving its feed plant and has installed a Jacobson "Ajacs" Hammer Mill with direct-connected 20-hp. motor.

Marathon, Wis.—Paul Rajek has taken over his elevator at this point which he has leased to the Northern Milling Co., of Wausau, for several years. He will manage the elevator himself.

Marshfield, Wis.—The Berg Equipment Corp. is the new name of the American Farm Equipment Corp., a holding company of seed, feed and farm equipment businesses; capital stock, 2,000 shares common and 1,145 preferred, no par value; officers: Pres. and treas., V. R. Berg; sec'y, J. A. Castner.

DePere, Wis.—The former Dousman Milling Co.'s mill, reported in the Journals' last number as having been acquired by Clifford A. and Roy H. Osen, who were having it remodeled into a feed and seed plant, burned at 10 o'clock p. m., Aug. 9; loss, \$20,000; partly insured. The fire, however, will not interfere with the plans of the Osen brothers for a feed manufacturing and seed handling plant. The elevator, the second largest building on the property, will be used as a feed mixing plant, and another building will be used for the storage of seeds and poultry and dairy feeds. It has not yet been decided whether a new building will be erected or not.

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Field Seeds

Pahokee, Fla.—A warehouse will be built by the Kilgore Seed Co., of Plant City.

Baudette, Minn.—A 60 ft. addition has been built on the clover seed house and cleaning plant of the Marvin Grain & Feed Co.

Memphis, Tenn.—Feld Seed Co. has leased a building at 52 N. Front St. for three years. The building is being remodeled to house a retail outlet for this seed wholesaler.

Moscow, Ida.—A pea-splitting machine has been invented by the Washburn-Wilson Seed Co., which is putting out the product in 60 and 100-lb. bags and small cellophane packages.

Thief River Falls, Minn.—Additional seed and grain cleaning machinery and a 15-ton truck scale with 27 ft. platform is being installed in the plant of the Thief River Seed House.

Pettus, Tex.—W. A. Newman, proprietor of the Pettus Milling Co., has opened a seed processing plant which he claims will kill all the weevil germs in beans, peas, kaffir, corn and other seeds, without injuring the seed.

Colorado Springs, Colo.—About \$1,200 in cash prizes and an impressive array of trophies will be distributed at the annual Colorado Pure Seed Show which will be held in the Municipal Auditorium here the third week in November.

When soil and cultural conditions for alfalfa are satisfactory, seedings during August are usually successful. Experiments indicate that the earlier seedings are made the more likely they are to survive. Alfalfa seed should be a good item for grain and feed dealers at this season of the year.

Urbana, Ill.—A system of top-crossing, developed at the University of Illinois, has reduced the percentage of barren stalks in an experimental field of Reids Yellow Dent from 7.4 to 4.2% and the percentage of leaning or lodged stalks from 33.6 to 16.5%. Tests this year and in the future are expected to cause an increase in yield as great as 20%.

Florence, Ore.—A total of 149 acres of bent grass in this region have recently been inspected for certification for seed purposes by the state college. Practically all passed inspection and may now be harvested and sold under official tags certifying purity. The largest field inspected, 80 acres, was that of A. O. Cushman & Sons. Other plantings range in size from 4 to 16 acres. The variety grown is Seaside.—F. K. H.

The Nortex oat has continued to be one of the best varieties thruout Texas and numerous reports from farmers indicate it is consistently more productive than varieties commonly grown in the past.—Texas Agricultural Experiment Station.

Almost 1,000 acres of oats and barley were approved in field inspections by the Ohio Seed Improvement Ass'n this year. Seed from such fields will be eligible for registration or certification following another inspection after threshing and re-cleaning.

Fargo, N. D.—O. A. Stevens, North Dakota state seed analyst, was named pres. of the Seed Analysts of North America in annual convention assembled here. He was succeeded as vice-pres. by W. L. Goss of California. F. S. Holmes, Maryland, was re-elected sec'y-treas.

Winchester, Ind.—We seldom harvest very much timothy seed in eastern Indiana, but there is a lot of it being harvested. Every clover field that produced seed is being harvested, and Indiana will produce four or five times as much alfalfa seed as it did last year due to the low price of hay.—Goodrich Bros. Co.

Morganville, Ky.—Korean seed growers ass'n of Tennessee, Kentucky and Missouri met here on Aug. 22 for field day. Nelson B. Rue, Nashville, Tenn., and Chas. M. Meacham, Jr., of this city, had charge of the arrangements. Many farmers as well as seedsmen and middle western agronomists were in attendance.

Terrebonne, Ore.—A trial planting of Sparta barley has just been harvested on the Herman Rasch farm near here. To all appearances it offers considerable promise for central Oregon. It grew noticeably taller and was easier to handle than Hannchen, a favorite. The Spartan is a white, two-rowed barley of the same general type.—F. K. H.

Washington, D. C., Aug. 17.—Movement of Kentucky bluegrass seed has been faster than a year ago, about 90% of the crop having been sold or assigned on Aug. 9. In the Western District between 80 and 85% of the crop has moved. Orchard grass has been slower in moving than usual, 15 to 20% of the crop having been sold.—Buro of Agricultural Economics.

Warnings have been issued to farmers in southeastern states by the Department of Agriculture against purchases of northern varieties of rye as Abruzzi. The latter variety is declared to grow upright, furnish good pasture and yield better than northern ryes. Ordinarily it sells for a higher price, but it is difficult to distinguish from ordinary varieties, except during the early growth period.

Heppner, Ore.—Orders for a carload of Oro seed wheat are being pooled here by the county agent as a means of reducing, if possible, the serious losses from smut in this country. Oro is a strain of wheat developed at the Moro branch experiment station which while not absolutely immune from all strains of smut, has been found so highly resistant that it is not seriously attacked.—F. K. H.

Canadian, Tex.—Grain and feed dealers who sell field seeds will find a sale making argument for sweet clover seed in the experience of Geo. Z. Thomas of Pleasant Valley. He took his 14 Shorthorn milch cows off sweet clover and put them on native grass pasture, for only two days. Milk production for the week dropped from 3,068 lbs. for the preceding week, to 2,686 lbs., due to the native grass, a drop of 382 lbs.

Glume Rot Shrivels Wheat

Glume rot is reported to have appeared in North Dakota this year, and in various sections of the Northwest and Canada in the past. First observed in 1917 as a form of blight, glume rot has since demonstrated its ability to carry on the destructive work of a first-class disease.

Under favorable conditions glume rot attacks the leaves as well as the heads of wheat. On the leaves it first appears as small, dark, water-soaked spots, which become yellow in a few days and enlarge until the entire leaf is blighted. From the leaves the disease spreads to other parts of the plant, causing the grain to shrivel and become black.

Humpback Wheat Inferior

The value of Humpback spring wheat which is being grown in large acreages in western Nebraska this year was discounted by P. H. Stewart, extension agronomist at the agricultural college, in a statement Aug. 18. He said the variety is objected to very strongly by millers who claim that its protein content is inferior in quality to other varieties.

Due to the fact that much winter wheat killed out in the western end of the state last spring, there is an unusually large acreage of spring wheat this season. Since Humpback yields well, farmers have been inclined to use it. When marketed as pure Humpback wheat, Stewart says, it is likely to bring a very strong discount as but few millers will buy it knowingly. He suggests the substitution of either Ceres or Marquis spring wheat for the Humpback. Millers in all parts of the state are objecting to the Humpback variety. The wheat is unusually high in protein content but the gluten content is of very poor quality and as a result millers decline to use the variety.

H. Roth, wheat buyer for the Omaha Flour Mills Co., says in commenting upon the variety that it will not temper successfully when mixed with other wheat on account of its mongrel character which makes it undesirable for milling purposes when mixed with other wheat. When milled alone, it is more undesirable.

H. K. Schafer, president of the Maney Milling Co. of Omaha, also discounts the value of the variety. He says the Humpback does not produce a satisfactory flour. His company feels that the variety is not good enough to mill.

R. J. Southard, manager of the Nebraska Consolidated Mills Co. of Omaha, agrees that the Humpback variety is very poor for milling purposes. The wheat has a heavy bran, runs high in ash but the gluten is of poor quality as compared with better types of spring wheat, he says.

The Nebraska College of Agriculture and the extension service has the cooperation of the Omaha Grain Exchange in attempting to provide Nebraska farmers with better wheat

Directory

Grass and Field Seed Dealers

CONCORDIA, KANS.

The Bowman Seed Co., wholesale field seeds.

CRAWFORDSVILLE, IND.

Crabbs, Reynolds, Taylor Co., clover, timothy.

KANSAS CITY, MO.

Rudy-Patrick Seed Co., field seed merchants.

PHOENIX, ARIZ.

Capital Fuel & Feed Co., hay, alf., Berm., sor. seeds.

ST. LOUIS, MO.

Cornell Seed Co., field seed merchants.
Mangelsdorf & Bros., Ed. F., wholesale field seeds.

SEDGWICK, KAN.

Sedgwick Alfalfa Mills, field seed merchants.

WAMEGO, KAN.

Wamego Seed & Elev. Co., alfalfa & seed corn.

WICHITA, KAN.

Ross Seed Co., Kansas Grown Alfalfa.

Imports and Exports of Seeds

Imports and exports of seeds for June, compared with June, 1931, and for the 6 months ending with June are reported by the Buro of Foreign and Domestic Commerce, in pounds, as follows:

	IMPORTS			
	June 1932	June 1931	6 mos. ended June 1932	6 mos. ended June 1931
Alfalfa .....	.....	.....	240,858	98,090
Red clover..	.....	.....	30,100	1,947,042
Alsike .....	.....	.....	.....	94,428
Crimson clvr.	.....	.....	.....	95,468
Other clover	.....	.....	.....	.....
Vetch	306,969	223,031	554,798	1,157,930
Grass	122,134	229,085	2,162,166	3,173,341
	EXPORTS			
	June 1932	June 1931	6 mos. ended June 1932	6 mos. ended June 1931
Alfalfa	2,150	5,170	93,309	98,443
Red clover..	4,828	.....	108,932	436,151
Other clover	2,365	770	268,695	145,580
Timothy ...	55,538	2,016	8,456,179	4,984,287
Other grass	.....	.....	.....	.....
seeds	43,973	38,742	1,228,316	1,637,600
Other field	.....	.....	.....	.....
seeds	60,625	59,928	830,162	1,121,900

varieties. Both institutions are advising farmers in western Nebraska to quit planting the Humpback or Ghirka spring wheat varieties.

New Seed Trade Marks

American Seed Co., Detroit, Mich., has filed trade mark No. 328,679 for vegetable and flower seeds, red and blue strips across the upper left hand corner of the package.

Distribute Iowin Seed Wheat

Iowin, the new high yielding winter wheat developed at the Iowa Experiment Station, is being distributed in 1½ bushel lots, bag included, F. O. B. Ames, for 85 cents. This is sufficient to plant 1 acre.

An average of 6 years in the trial plots at the station showed that Iowin yielded 38½ bus. per acre. This is the highest yield recorded and is 2¾ bus. more than Turkey Red yielded in the same period.

Iowin wheat was first distributed to 66 growers in the fall of 1930 and the crop was harvested in 1931. The average of the 66 growers revealed that Iowin wheat yielded 1.7 bus. to the acre more than the average of the home-grown varieties with which it was compared.

When the Federal Farm Board gets out of wheat, cash and futures, and stays out, prices may be maintained at a higher figure. Instead of helping the wheat grower to better prices, the meddling racketeers persist in doing everything possible to depress the market.

Would Ensnare Farmers Elevators

Franklin S. Betz of Chicago, in a public address at Shenandoah, Ia., Aug. 10, branded officials of the Farmers National Grain Corporation, financed by the Federal Farm Board, as "the most grasping and ruthless commercial robbers of the present day."

"Congress set up the Reconstruction Finance Corporation," said Mr. Betz in driving home his charges. "It was aimed to help banks, railroads, industries and other going corporations in the way of loans of government money not available elsewhere, to keep them going and put them on their feet."

"We are now told that Washington again says that agriculture must be helped also. During the last three years agriculture has been helped—down into the cellar and to the verge of bankruptcy—by governmental interference with the farmers' markets and marketing machinery. Politicians now say that the Reconstruction Finance Corporation is going to loan agriculture money through the Farm Board and the Farmers National set-up."

"Just how will these funds, your money and my money, be handled? It appears that certain state co-operatives are riding over Iowa today telling farmers elevator companies that they can get money from the R. F. C. but they must get it thru the Farmers National, leaving the impression that they must sign a contract to do all their business thru the same Farmers National—a government set-up."

"This is the most dastardly attempt known in history to throttle free, open and competitive markets. It is another and worse step in the effort to build up a grain monopoly here in the name of co-operation, such as the farmers elevators destroyed twenty-five years ago. They attempt to hold up the farmers' products on the way to free markets, domestic or otherwise, and while Iowa farmers are down the farm board racketeers jump on their backs and offer them alms on one condition only—that they will surrender their commercial liberties and their rights to do business in their own name and with the highest bidder for their products, wherever they may be found."

Supreme Court Decisions

Digests of recent decisions by State and Federal Courts involving rules, methods and practices of the wholesale grain, field seeds and feedstuffs trades.

Arbitration.—Judgment on arbitrators' award held erroneous in allowing interest on arbitrators' fees and expenses, where arbitration agreement contained no promise to pay interest thereon (United States Arbitration Act [9 USCA § 9]).—*The Harbridge*. U. S. Circuit Court of Appeals. 57 Fed. (2d) 672.

Farm Exemption from Truck Tax.—Exemption from tax imposed on motor vehicle hauling companies of motor vehicles used exclusively in transporting dairy, or other farm products between points of production and primary market held valid (St. 1931, § 194.16).—*Allied Truck Owners Ass'n v. Public Service Commission of Wisconsin*. Supreme Court of Wisconsin. 242 N. W. 668.

Chain Store Tax.—Statute imposing license tax on chain stores, increasing progressively with number of stores under same general management, and imposing heavier taxes on stores operated in different counties, held not void as denying due process or equal protection (Acts 1931, Ex. Sess., c. 15624, § 5; Const. U. S. Amend. 14; Const. Fla. Declaration of Rights, §§ 1, 4, 12).—*Louis K. Liggett Co. v. Amos*, state comptroller. Supreme Court of Florida. 141 South. 153.

Powers of Sec'y of Agriculture.—Power of Secretary of Agriculture to regulate stockyard company's service charges does not empower him to manage corporation's affairs (Packers and Stockyards Act 1921 [7 USCA § 181 et seq.]). Secretary held to have exceeded his power by order requiring stockyard company to charge "yard trader" with half of regular yardage charge or stand loss itself (Packers and Stockyards Act 1921, § 316 [7 USCA § 217]).—*Denver Union Stock Yard Co. v. United States*. U. S. District Court, Colorado. 57 Fed. (2d) 735.

Truck Regulation.—Several merchants may jointly purchase truck and employ operator thereof to transport merchandise required in their mercantile businesses without obtaining statutory certificate (Comp. Laws Utah 1917, § 4775 et seq.; § 4818). Such store owners are not required to obtain certificates of convenience and necessity required by Comp. Laws (Utah 1917, § 4818), relating to operation of freight service, and are not required to comply with Public Utilities Act (Comp. Laws Utah 1917, § 4775 et seq.) as long as operation of truck is confined to carrying on of their respective mercantile businesses, but if they also operate truck for others and as a common carrier they would become subject to regulation by Public Utilities Commission.—*Denver & R. G. W. R. Co. v. Linck*. U. S. Circuit Court of Appeals. 56 Fed. (2d) 957.

Recovery of Proceeds of Draft.—Drawer of draft collected by payee bank under direction prohibiting commingling of proceeds with other funds held not precluded from claiming as bailor identical fund collected, by having received and presented cashier's check remitted by insolvent payee bank (Negotiable Instruments Law, § 350-1). Drawer of draft should not be held to be remitted to rights of preferred creditor instead of those of bailor of the fund derived from collection, since in receiving and presenting the cashier's check it did nothing more than co-operate with the bank in

the attempted delivery of the proceeds of the collection, and did nothing to cause bank to change its position, and was entitled to rely on compliance by bank with the terms of the contract.—*International Milling Co. and Bank of the United States*. Court of Appeals of New York. 181 N. E. 54.

Warehousemen.—Priorities between seamen's wage claims, warehouseman's storage, and attendant charges prior to cargo seizure under in rem libels, and storage charges after seizure, determined (Admiralty Rule 42 [28 USCA § 723]; Comp. Gen. Laws Fla. 1927, § 6996). Storage since seizure under in rem libels for maritime liens should be paid first to warehouseman; next, freight due and unpaid should be applied to seamen's wages, which under circumstances exhausted the freight; and, next, proceeds should be applied to storage and attendant charges prior to seizure under libels, lien for such storage charges arising under Comp. Gen. Laws Fla. 1927, § 6996. If, after paying all such charges, there should remain surplus from any consignment of cargo, it belonged to consignee, unless abandonment to ship should be found, in which case it should be treated as earnings of voyage and applied to wage claims.—*Clifford v. Merritt-Chapman & Scott Corp.* U. S. Circuit Court of Appeals. 57 Fed. (2d) 1021.

Relief debts are payable in grain in Saskatchewan, the provincial government having announced Aug. 12 that it will accept until November all grain at pegged prices in payment. Wheat will be taken at 70 cents a bushel. The pegged price of 70 cents will be on the basis of No. 1 northern at Fort William. Oats will be pegged at 34 cents per bushel for No. 2 C. W.; barley, 3 C. W., 41 cents; rye, 42 cents, and flax, 82 cents.

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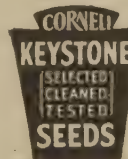
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CRAWFORDSVILLE, IND.

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Feedstuffs

Mankato, Minn.—Hubard Milling Co. is giving a motion picture show in its exhibit at the Minnesota state fair this year, showing all branches of feeding and raising live stock and poultry.

Milk production on Aug. 1 was about 1% above the level on the same date last year. The number of milk cows was nearly 4% above the number a year ago, says the Department of Agriculture.

Hamburg, N. J.—Reeve Harden, well known feed dealer, has changed his business to the cash basis, as outlined in a discussion at the recent convention of the Eastern Federation of Feed Merchants.

Cedar Rapids, Ia.—As a side line and to dispose of the by-product of the manufacture of soy bean meal, the Iowa Milling Co. converts the soy bean oil into a laundry soap which is marketed under the name Sterling Soap Co.

Hattiesburg, Miss.—The Farmers Feed & Grocery Co. has obtained an opinion by W. E. Gore, attorney for the state tax commission, that the tax of 2% on purchases of feed for cattle must be paid by the dairymen, as usual, altho their sales of milk are exempted.

Providence, R. I.—A credit ass'n for feed dealers is proposed by Robert L. Kelley, vice pres. of John D. Peck, Inc., and others. An exchange of information on applicants for credit would prevent granting credit to persons who already were heavily in debt for feed.

Guelph, Ont.—The Canadian Feed Manufacturers Ass'n at its recent convention elected Fred Presant of Toronto pres., G. S. Dodgington, Toronto, vice pres., R. A. Marsh, Woodstock, sec'y-treas., and Jas. Forgie, T. Gleave, Alex. Donnelly, J. G. Davidson and J. E. McRostie, directors.

St. Louis, Mo.—The sales depot at the National Stock Yards of National Distributors, Inc., was established by L. A. and L. C. Blackburn and E. Clark, and not by the Washburn-Crosby Co., as erroneously reported. The new company will, however, distribute the various products of the Washburn-Crosby Co.

Chicago, Ill.—All directors were re-elected and all officers renamed except that H. J. Buist was made sec'y and ass't treas. to succeed H. D. Egly, at the annual meeting of stockholders of Allied Mills, Inc. Officers renamed are H. G. Atwood, chairman; D. W. McMillen, pres.; G. M. Moffett and J. B. DeHaven, vice-pres's, and J. F. Kline, treas. and ass't sec'y.

Chicago, Ill.—A better feeling among manufacturers has been observed by L. F. Brown, sec'y of the American Feed Manufacturers Ass'n. A good fall and winter business in feeds is anticipated, and some manufacturers are stocking up in readiness to supply the demand. Back of the improvement are the higher commodity prices, especially for hogs, eggs and butter.

San Diego County, California, has passed and is effecting an ordinance to regulate and control truck peddling of feeds, fruits and vegetables. The ordinance demands \$600 annually for a license to do such a business, but specifically excludes "regularly established" places of business. The amount of the license is reported to have been set because a state law permits taking out quarterly licenses, and it was thought \$150 was little enough for a truck peddler to pay in the rush period.

Chicago, Ill.—Allied Mills, Inc., reported net profit for the year ended June 30 of \$209,493, or 22c per share against 2c per share a year ago. Operating income was \$250,035, against \$55,941 a year ago.

New Feed Trade Marks

The Germantown Rendering Co., Cincinnati, Germantown, and Dayton, O., has registered No. 322,385 for stock and poultry feeds. It is the word "Rujak," in heavy, black type.

Proteins Make Cheap Corn Cheaper

Hog prices have gone upward, until cartoonists have pictured the porker as a balloon, lifting the prices of half a dozen other commodities. But the prices do not act quite like a balloon, easily punctured and dropped back to depression levels. They have consistently stayed on a level where a good farmer could cover the frame of a hog with edible pork, sell the animal, and have a little money left out of the deal with which to pay part of his heavy taxes, and maybe part of the interest on the mortgage.

Nevertheless hog prices have reached no high levels and corn has reached no low levels whereat it is more profitable to feed corn alone to hogs than to follow a balanced feeding program that gives the porker enough protein to make lean meat between the layers of fat. Nor has the price of tankage, oil meals, and other protein supplements swelled out of line with the price at which they may be profitably fed. Cheap as corn is, a sufficient volume of it, if consumed by the hog in reaching market weight, may easily consume the hopes of paying taxes and reducing the mortgage. Feeding proteins with the corn will enable the hog to increase the margin between costs of feed and return on the carcass, which is the principle concern of the feeder.

C. M. Vestal, who has charge of swine feeding experiments at Purdue University, says: "Low prices for hogs at the present time are offset to a large degree by the abundance and cheapness of corn. But this advantage may be lost if farmers are tempted to feed corn without proper supplement to young growing pigs."

Prior to the decline in hog prices most feeders included enough protein in the rations to give efficient production of pork at minimum cost. Sales of animal and vegetable proteins had reached extensive levels in the feeding industry. Now is the time to get back to balanced feeding, to make cheap corn cheaper by utilizing it in such manner as will produce the greatest gains at the lowest net cost.

Feed Future Prices

The following table shows the closing bid price each week in dollars per ton of standard bran, gray shorts and standard middlings for December delivery:

	St. Louis			Kansas City	
	Bran Shorts *Mids			Bran Shorts	
July 16.....	9.85	10.50	10.50	8.15	8.75
July 23.....	10.00	10.30	10.40	7.95	8.75
July 30.....	10.00	10.90	10.60	7.95	8.85
Aug. 6.....	10.15	10.85	10.85	8.25	9.00
Aug. 13.....	10.15	10.55	10.75	8.35	8.95
Aug. 20.....	9.90	10.40	10.50	8.10	8.75

*Chicago delivery.

Protein Feed Experiments in Iowa

The Hereford steer calves fed in the experiments at Iowa State College the past season and which were sold on the Chicago market after the annual cattle feeders' day returned a margin over feed cost ranging from an average of about \$17.50 a head to almost \$26. This was after crediting feed picked up by the hogs.

The lot which sold highest and returned the largest margin was the group fed shelled corn, linseed oilmeal, alfalfa hay and salt. This group of steers sold for \$9.35 a hundred. The lot which sold next highest was the one fed oats for the first 90 days in place of a part of the corn. The margin for this group, however, was less than for the lot fed similarly except that no oats were substituted.

The three lots which sold lowest were those fed whole soybeans as the protein supplement to the ration of shelled corn, corn silage, alfalfa hay and salt. These three groups also returned a smaller margin over feed cost than any of the lots fed oilmeal.

The lot fed soybean oilmeal as the protein supplement was second highest in margin. It sold for the same price (\$9 per hundred) as the lot fed linseed oilmeal along with the shelled corn, silage, alfalfa hay and salt ration. The returns from soybean oilmeal and linseed oilmeal differed less than a half dollar per steer.

After the cattle were slaughtered and the carcasses examined in the Chicago packing plants, it was found that the feeding of whole soybeans as the protein supplement appeared to have no effect on the firmness of the flesh. Heavy allowances of beans to fattening hogs have been charged with causing soft pork, but apparently they do not have a similar effect on fattening cattle.

During the first 80 days of a test by Hale at the Texas Experiment Station, rice-fed pigs were making more economical and faster gains than barley or wheat-fed pigs.

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Value of Cottonseed Feed First Recognized Abroad

Owing to its richness in protein (averaging about 41 per cent), cottonseed cake and meal have come to be generally recognized among our most valuable dairy feeds, and have for years been largely used in the ration of beef cattle.

Twenty years ago, when production was only about half what it is now, exports were larger, having amounted to 646,845 tons in the year 1911-12, or nearly one-half of the total production. Europe recognized the feed value of this concentrate much more quickly than did the American feeders. During 1930 exports fell off to almost nothing, because the price level in America was much higher than in other countries.

Denmark is the largest exporter of butter in the world, and it is little realized that a considerable proportion of the production of Danish butter is produced by the feeding of American cottonseed cake and meal, about 80 per cent of our exports going to that country.

Cattle on Feed

About 5% fewer cattle were on feed for market in the Corn Belt States on Aug. 1 this year than on Aug. 1, 1931, according to the estimate of the Department of Agriculture. The Corn Belt States east of the Mississippi, as a group, had 14% more cattle on feed this year than last, but the Corn Belt States west of the Mississippi, as a group, had 12% fewer cattle on feed than last year, with most of the reduction in the area west of the Missouri River.

Total shipments of stocker and feeder cattle, inspected thru markets into the Corn Belt States, during the 6 months January 1 to July 1 this year, were only 71% as large as in the same period in 1931 and were the smallest for the period in at least 13 years. For the 12 months' period July 1, 1931, to July 1, 1932, the shipments were 9% smaller than for the preceding 12 months' period.

Reports from a large number of cattle feeders giving the number of feeder cattle they expected to buy during the 5 months, August to December inclusive, this year and the number they bought in the corresponding period last year, indicate a considerable increase in such purchases this year if these intentions are carried out. While the largest increases are shown in the western part of the Corn Belt where the short corn crop of 1931 greatly reduced cattle feeding, an increased movement into nearly every state is indicated.

Coconut Meal Manufacturers "Stop-Loss" Product

Pacific Coast manufacturers of coconut meal have taken the lead in stopping the cut-throat marketing of feed products and assuring both themselves and their dealers of a profit in the sale of coconut meal.

Under the auspices of the Coconut Meal Educational Com'ite, T. W. McDevitt, chairman, is speaking at a series of local meetings called by the California Hay, Grain & Feed Dealers Ass'n. The latter organization has long worked to protect the rights of retailers against direct selling by mills, and to stabilize feed prices so as to leave the retailer a handling margin on the products he sells. The coconut meal manufacturers propose selling their product to retailers on a "stop loss," or established "resale price" basis, under protection of the California Fair Trade Practice Law.

A broad educational campaign directed at consumers is to be carried on if the plan meets with close co-operation on the part of dealers.

Dealers are interested in carrying the plan

far enough to stop sales of feeds and feed-stuffs to itinerant truckers as now seems to be practiced by various classes of California mills. Another manner of stopping losses that they seek is a Lien Bill in the statutes of the state whereby feed bills would constitute a lien against livestock.

Power for Grinders

By R. D. MACDANIEL of the Grain Dealers Mutual Fire Ins. Co.

Most, or, at least, many country points grind intermittently so that their grinder must be started fifteen or twenty times a day perhaps. With the semi-diesel engine involving physical starting this would be a great inconvenience.

The full diesel is started with compressed air with no more labor or time than would be required to start an electric motor. Many engine companies are now building automobile or multi-cylinder gasoline engines designed for stationary duty. These are equipped with self-starters the same as an automobile engine and do excellent work, I understand, altho we object to them being direct-connected to a grinder. There is no reason, however, why they should not be placed in a standard power house the same as any other engine. These gasoline engines are considerably less expensive as to first cost than even a semi-diesel but, of course, cost more to operate, altho that might not necessarily be the case if ease of starting be taken into consideration. In fuel cost they are more expensive per h.p. output than an oil engine.

Lincoln, Neb.—Professor Harold Hedges of the University of Nebraska Agricultural College on Aug. 17 predicted that during the following 30 days steady to lower wheat prices and seasonal weakness in corn prices could be expected. His monthly report points out that only three times in the past 15 years had the September average price for No. 3 yellow corn at Chicago been higher than the August price. Hedges said the present visible supply of corn is the largest since 1928.

Portable Mill Accidents

Secor, Ill.—A portable mill grinding corn on the farm of Louis Claussen had a back-fire of the engine that set the machine ablaze. The farmer hitched his tractor to the burning mill and pulled it away from his buildings in time to save the barns.

Remsen, Ia.—John Ortmann, operator of a portable grinder, suffered a fractured arm on the 5th of this month, when he attempted to crank the engine that operates the grinder. The engine back-fired, kicking the crank, so that it struck Ortmann's arm just above the wrist and broke the bone.

Janesville, Wis.—Geo. Hill lost his entire herd of 11 cows by poisoning of the cob corn ground for him by a portable mill operator who had neglected to clean the mill after grinding red lead for a junk dealer. Mr. Hill brought suit against the Portable Milling Co., which had furnished the mill operated by August Wilke, and obtained a settlement of \$1,100 from its insurance company.

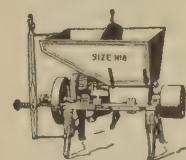
The revolution in Sao Paulo, Brazil, having resulted in an embargo on coffee exports the Farm Board's Grain Stabilization Corpn. may be able to dispose of some of its coffee at a better price than expected, but it cannot hope to realize the cost of the wheat which it traded for the coffee.

It has not been denied that \$200 a share and three barrels of wine was paid for some of the stock of the Updike Grain Co., by the Farmers Nat'l Grain Corpn., but the source of the wine or its present whereabouts has not been disclosed. If the Farm Board or its subsidiary has any more wine of quality other clearinghouse memberships might be obtained clandestinely.

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Bone meal	Mill feeds
Brewer's dried grains	Minerals
Buttermilk, dried, semi-solid	Mineral mixtures
Calcium, carbonate, phosphate	Molasses
Cocunut oil meal	Oyster shell, crushed
Cod liver oil	Peanut meal
Charcoal	Peat moss
Commercial feeds	Phosphates, rock
Corn germ meal	Potassium, chlorid iodide
Cottonseed meal, cake	Poultry grits
Feed mixers	Salt
Feed concentrates	Sardine oil
Feeders for mills	Screenings
Fish meal	Sesame meal
Formulas	Skim milk, dried
Gluten, feed, meal	Soybean, meal
Hammer mills	Tankage
Iodine	Vegetable oil
	Yeast for feeding

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Poultry Feeds and Feeding

Wet Mash for Hens in Summer

It is a mistake to "let the bars down" on hen feeding practices this time of year, say poultry authorities, because it tends to increase the number of hens that are molting and decrease the production of hens still laying. Stopping feeding lowers the vigor and vitality of the hen and she will be in poor condition for molt and future production.

A wet mash will stimulate mash consumption during hot weather. The same mash that is being fed should be used but water or milk, added to the dry mash to make it crumbly, will whet appetites. The hens should be given all they will clean up in 20 to 30 minutes once a day, preferably at noon.

Tankage in Laying Rations

By H. L. Kempster

Commercial tankage is often used in rations for egg production. It is similar to meat scrap but is likely to be less uniform. Generally it is higher in protein and lower in mineral. No attempt was made to correct any mineral deficiency which might be present, in a test at the Missouri Experiment Station. There is little difference in a high grade of tankage and commercial meat scrap.

Earlier tests at this station show that hens fed tankage laid practically the same number of eggs as did those fed meat scrap. A mash formula containing 20% tankage and 1% salt, with 26% each of bran, shorts, and corn meal was fed. Averages in 5 years of testing showed 7.88 lbs. of feed required for a dozen eggs.

With the exception of the first year the number of eggs produced per hen was uniformly less than with the use of commercial meat scrap. For the five-year period the hens averaged 13 eggs less than did those fed meat scrap. In spite of the fact that tankage is a cheaper product, the results would not justify its use as compared to commercial meat scrap. It required a half pound more feed to produce a dozen eggs. This does not imply that tankage in rations for egg production should not be used, but emphasizes the necessity of selecting a product of high quality.

Alfalfa Meal Production Increases

Alfalfa meal production in the United States during July, 1932, totaled 15,113 short tons, an increase over the small outturn of June, according to reports received from meal grinders by the Bureau of Agricultural Economics. This compares with the June grindings of 14,112 tons and with 14,954 tons in July a year ago and 24,680 tons in July two years ago.

Approximately 14,879 tons of meal were in store at mills at the first of July. This, together with the month's grindings, made an aggregate supply for July of approximately 29,992 tons. Stocks at the close of July were about 18,502 tons. Domestic consumption accounts for most of the difference of 11,490 tons. Exports in recent months have been relatively small. Exports during June were two tons.

Alfalfa meal production in tons in the United States, 1932-33 with comparisons, was:

Month	1932-33	1931-32	1930-31
June	14,112	23,688	31,165
July	15,113	14,954	24,680
August	17,404	30,570
September	18,933	41,974
October	16,944	25,959
November	21,164	28,921
December	19,515	26,987
January	12,606	34,375
February	12,521	16,564
March	10,516	14,217
April	8,747	13,095
May	9,561	12,666
Mo. average	15,546	25,098

Feeding Hens to Promote Production

[It is a poor house that is not first planned so that each piece may fit in its allotted place and do its share in making a symmetrical whole, good to look at, strong to withstand the elements, tight to protect against extremes of temperature. More than a plan is needed, however, to build a home. Home builders must understand something of the nature of the people who will live in the house.]

So with the poultry feed grinder and mixer. He will do a better job of creating a feed, if he understands the structure and the requirements of the hen. Hence, the following remarks of Gustave F. Heuser, which appear in Bulletin 222 of Cornell University, are worthy of consideration.]

The success of most poultrymen depends upon the number of eggs their hens can produce. In order that the birds shall lay well they must be given favorable environment, especially during the seasons of unfavorable conditions and consequent high prices. Poultrymen cannot expect good production unless they give the birds a fair chance.

The ability to produce a large number of eggs depends upon several factors. Birds must be bred for egg production, have strong constitutional vigor and be hatched early enough to mature properly before cold weather sets in. They must have the inherited tendency to lay and possess the physical requirements to do so. Hens have individuality, yet in some respects they resemble machines, and must be built according to proper design. Capacity and ability to make efficient use of the raw materials (feed) are essential. Necessary also are clean, dry, light, well-ventilated and reasonably warm quarters free from draughts or sudden changes in temperature. Comfort tends toward contentment and contentment encourages production.

It is well to understand the importance of feeding. When fowls are given all of their food, each hen will consume from 75 to 100 pounds of feed a year, depending upon the size and production. On the average, Leghorns consume about 80 pounds; Rhode Island Reds, Plymouth Rocks and Wyandottes, 90 pounds; and the heavier variety, 95 pounds. The feed cost usually constitutes about 60 per cent of the total cost of keeping hens.

The hen is a machine that transforms feed into eggs. In caring for her one must bear in mind that: (1) Fowls are fed as a flock rather than as individuals. (2) Compared with other animals, cattle for example, the hen has a higher body temperature and has greater activity; in fact all the body processes are more rapid. This is particularly true of breathing and digestion. (3) It has been estimated that a hen consumes in proportion to her weight twice as much dry matter as does a dairy cow. On this basis W. H. Jordan of the New York State agricultural experiment station states that the hen is probably the most efficient transformer of raw material into a finished product. (4) The digestive system is short and comparatively simple. It has only slight provision, if any, for the digestion of fiber and does not have large capacity. Consequently, coarse and bulky feeds are not fed to any great extent. Yet, the large use of concentrated feeds increases the danger of indigestion, so that there must be a proper balance of feeds.

The function of the hen is to manufacture products useful to man. Grains and their by-products, animal by-products, vegetable feeds, and minerals are used. Thus many waste and by-products not eaten by man are transformed into edible products.

Before any useful product can be turned out, however, the hen must maintain herself. This means she must provide first of all heat, energy, and material for elaborating body secretions and replacing worn-out body tissues. As a rule it requires from 75 to 80 per cent or more of the feed consumed to meet these needs. The re-

mainder of the feed can go toward growth—the increase of body tissue—and reproduction. In the case of the hen, production is also reproduction, since every egg is complete and if fertilized should be capable of producing a chick.

Use care to get variety in the ingredients that make up a dairy feed. Have some bulk in the mixture, have it palatable, at the same time consider the cost of total digestible nutrients. Most of these points are usually observed. Cost of nutrients is always a factor and should be kept closely in mind.—New York State College of Agriculture.

Copper Aids Iron in Treating Anemia

C. A. Elvehjem, experimenting with rats at the Wisconsin experiment station, found that placing the mother rats on an anemic ration, and following with the young rats on milk gave anemic rodents. With these he demonstrated during the past year that ferric chloride (an inorganic form of iron) was definitely superior to a solution of organic iron compound as found in the blood, in curing anemia.

Neither the inorganic iron nor that prepared from the organic iron compound, was effective in promoting red corpuscles in the blood without the presence of copper. With the addition of copper the inorganic ferric chloride caused rapid recovery. The organic form of iron, aided by copper, caused slow recovery.

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Here and there feed dealers are creating a new market for eggs and a specific and constant outlet for their feeds by creating a new product to meet consumer demand. The new product is "Iodized Eggs," a simple and delicious breakfast that assures the consumer of consuming enough organic iodine to meet all the demands of his thyroid gland, and assure proper calcium metabolism.

The expedient of commanding a premium for eggs thru careful candling, selection and packing of eggs according to size, contour, and color, has met with such success that eggs from the Pacific Coast are able to compete with New England eggs on the eastern market. Commanding the premium depends upon uniformity. One white egg in a package of a dozen brown ones would destroy the premium; one small egg associated with 11 large eggs would do equal damage.

More recently the packing of eggs according to yolk color has come to the front. Purchase of eggs from producers who fed certain feeds, such as plentiful supplies of yellow corn and carefully cured alfalfa meal, to give dark yellow yolks strong in vitamin A, or some other feeds that produced pale yellow yolks, permitted supplying a discriminating market that was willing to pay a premium.

Iodized eggs are the latest in the field. They are created thru feeding kelp and fish meal, particularly the former, which is reputed to be high in minerals from the sea, in organic iodine, and in vitamin D. Iodine particularly is one of the problems over which eastern and middle-western consumers concern themselves. The thyroid gland must be sure of its quota so that calcium consumed will metabolize and so that the consumer may build and retain virulent health.

Roy Ramsey of the Palmyra Feed, Fuel & Supply Co., at Palmyra, Wis., has been among the first to realize the possibilities in supplying iodized eggs. He manufactures a laying mash as well as other feeds, containing the proper proportion of dried kelp and fish meal along with other mineral ingredients. Likewise he conducts a trading station at which he handles eggs and other produce.

So Mr. Ramsey made arrangements with a number of farmers in his community to feed nothing but his feeds according to instructions. After the hens had been on those feeds for a period of three months, the eggs would be analyzed for iodine content, and if found to contain 450 parts per billion of iodine, or better, they would be classed as "iodized eggs." If they passed analysis Mr. Ramsey would buy them at 4c per dozen over the market.

The next step was building a candling and grading room, where the eggs could be selected according to size, shape and color, and packed

in special branded cartons to show them as "Iodized Eggs."

One of the officials of Younkers Food Shops at Chicago, hearing of the experiment and seeing merchandizing possibilities, is reputed to have made a trip by airplane to Palmyra to see the experiment, and left so well satisfied that he arranged for a definite share of the output. This is reported to have been followed by Stop & Shop stores making similar arrangements, taking the iodized eggs at 5c over the market.

The same plan has been effected by Walter Renaker, who has a feed grinding and mixing plant, and a hatchery, at Wooster, O. Mr. Renaker supplies a specialized premium market in Cleveland.

A large market should exist for such a product. The consumption of iodine in an organic form so that it is readily absorbed by the blood stream and lodged in the proper organs, has been one of the problems of the medical profession for a number of years. In the animal feeding kingdom iodine prevents goiter, hairlessness and dwarfs. It effects calcium metabolism, building strong frames. In the kingdom of man it has similar effects, being a principal demand of the thyroid gland that controls growth. Goiter is reputed to be an enlarged thyroid gland, which follows nature's effort to develop necessary iodine, not sufficiently supplied. With sufficient supplies in the food, nature is not put to such effort, normal functioning of organs is maintained and health is improved.

Vitamin A Necessary to Health and Production of Hen

Paradoxically, pure carotin (the yellow coloring matter present in many vegetables, particularly carrots and tomatoes), is the commonest source of vitamin A, but vitamin A is colorless.

English investigations have demonstrated that when carotin is digested by the animal a colorless product is produced which is the true vitamin A. The liver is heavily stored with this vitamin A, and it is believed that the transformation of carotin to vitamin A is at least in part a function of the liver.

C. A. Baumann and Harry Steenbock (Agr. Chemistry, Wisconsin experiment station), demonstrated with laying hens that the feeding of pure carotin does not result in an appreciable increase in the yellow color of the yolk of eggs laid by such hens. Crude carotin extract, however, in their trials did produce such a change in yolk color, thus indicating that other colored compounds than pure carotin are responsible for the pigmentation of egg yolks.

When hens are given a ration deficient in vitamin A (white corn, casein, irradiated yeast, skim milk and grit), they died, and examination showed the characteristic uric acid deposits common when vitamin A is lacking. Adding vitamin A to this basal ration, either as liver or pure carotin, caused maintenance of weight with continued egg production at the normal rate over a period of many months. However, neither of these vitamin A carriers resulted in appreciable increase in the yellow color of the egg yolks.

These virtually colorless egg yolks were nevertheless rich in vitamin A. As little as one-half gram weekly of the yolks in two weeks cured rats showing acute symptoms of vitamin A deficiency.

WHEN will the Government get back its half billion revolving fund entrusted to the Federal Farm Board and how will it start to recover this vast sum? Taxpayers generally are much interested in stopping this wanton waste.

Chairman Stone reveals that cash wheat of the Federal Agencies had been cut the past few weeks from 28,000,000 bus. to 14,000,000. We presume that if futures were reduced proportionately the Farm Board must own about 30,000,000 bus. of both cash and futures. To this amount must be added 40,000,000 to 50,000,000 bus. which the Farm Board no longer owns, but which it donated to the Red Cross and which must still go into consumption at the expense of other milling outlets. Then there is also 17,000,000 bus. of unshipped wheat belonging to Brazil, dating back from the coffee barter; so in all positions there is close to 100,000,000 bus. still to be disposed of.—Uhlmann Grain Co.



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Sales Offices for the Convenience of
Eastern Buyers: Merchants Exchange,
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Home Office: Lamar, Colo.

Free Advertising for Feed Dealers

By C. R. JAYCOX, COLUMBUS, O.

Some of the most valuable advertising actually costs nothing, except a little extra effort.

Take a good look at this subject of advertising in its relation to the feed business. What is a feed dealer? The quick answer would be, "Owner of a store who sells feed." But that is one-sided. The successful feed dealer, like the successful manufacturer or dealer in any line, is the man who makes a profit as the result of performing a valuable service to his customers. If a business isn't built on that foundation it cannot endure. So the successful feed dealer is the owner of a feed store that exists primarily because it has a logical, rightful place in the community. If it doesn't, advertising, whether free or otherwise, won't help much.

The Rotary Club has a motto—"He Profits Most Who Serves Best." It has a particular application to the feed business, where success is inseparably linked with the success of the dairy farmer, the hog raiser, the poultryman—with all owners of livestock whose success depends primarily on their ability to manufacture meat and milk and eggs out of feeds.

How can the dealer best serve these feeders? The answer is, "By making it his business to know their problems and his feeds." He must be right up to date on markets and on feeding methods. He must honestly interest himself in the agricultural life of the community, being prepared to give sound authoritative advice as to good feeding practice to meet the individual needs and conditions of trade.

Before we consider advertising as an important business tool, we must have something specific to advertise. The retail feed dealer who has made a careful study of his own business, who has figured out for himself that his store is a definite factor in the successful business life of his community, knows that he has something to advertise. If the public does not know it, the feed dealer has a big job, and the sooner he gets started the longer he will last.

Your success can be measured by what customers and prospects think of you. Some fine morning walk or drive to the plant; not as the owner but as a possible feed purchaser. Imagine yourself a dairy farmer, or a poultryman, or a feeder of any other type with which you are familiar. Does the place of business look businesslike—or a little discouraged and run down at the heel? Are the premises attractive, or shabby, or halfway between? Can you tell at a glance that here is a place where good feeds are sold? Is there a good big sign over the building calling attention to the fact that feeds are for sale, a sign big enough to catch the eye of a motorist traveling at 30 miles an hour?

I often think that one of the best advertising investments any dealer can make is a few cans of good paint to make the place of business a bright spot in the community, instead of tired and drab-looking.

Are the windows clean and bright? Or are they dusty and cobwebby? If there is a place to make an advertising display, is that place being used to best possible advantage? Are prices quoted? Are goods arranged in a pleasing manner? Are there any signs or cut-outs of advertising matter to invite you inside? If not, the owner of that place is overlooking a good bet. He is missing out on an opportunity to use advertising that costs little or nothing, yet is powerful in its sales appeal.

What catches the eye on entering the door? Obviously, a feed dealer cannot make his place look like a jewelry shop or a lingerie parlor, but he can keep it clean. It can be well lighted, with an orderly arrangement of merchandise, with samples of products offered for sale out where the prospective buyer can see them. A good broom costs 40 cents. And it does a darned good advertising job.

THE MOST IMPORTANT PART of the whole set-up is the personal equation. The attitude of the dealer and his helpers is the greatest single factor in the success of any business! Here personal appearance counts. No one wants to see feed dealers dressed like head waiters or tailors' dummies, but it doesn't cost much to launder coverall suits. A clean shave once a day costs nothing, and it's good advertising. It costs nothing to be cheerful, and cheerfulness is a business asset. An honest smile is one of the greatest advertising displays known to mankind. Promptness in waiting on trade, courtesy in answering phone calls, personal interest in every buyer, all of these things are good advertising and good salesmanship.

To bring people into your place, there are two methods available to the feed dealer which certainly should not be overlooked, local newspaper advertising and direct mail. For those dealers who live in small towns and cities, in farming communities, the good home town paper is hard to beat.

Like most other things, there is a right and wrong way to use newspaper advertising. First comes consistency. It is far better to use a small advertising space regularly than to splurge with big space and then drop out of the picture for weeks or months at a time. Second, when buying newspaper advertising, be sure to put a message in that space that means something. The old fashioned card advertisement, "Smith & Jones Company—Quality Feeds," is better than no advertisement at all, but not much better. Make advertising interesting, timely, specific. Make it clear, concise, believable. Give it a local flavor. Use good testimonial letters from well-known feeders in the locality. And keep everlastingly at it. If there are good reasons for being in business in your community, there are plenty of reasons for telling your story to the feeders.

In direct mail advertising, the primary requisite is a good mailing list. The best way in the world to get a good list is to build it up. Don't depend on memory nor on ledgers. Get into the car and start making personal calls. Go out on the main roads and the crossroads throughout the territory you are logically equipped to serve and build a hand-picked list of customers and prospects. Go out and get acquainted. Don't be discouraged if no sales are made on these get-acquainted calls. If you don't get a dollar's worth of business it will be time well spent to get a fresh, new picture of prospects.

With an up to date list completed, you are ready to start a direct mail campaign. Even if efforts are confined to a printed message on a Government post card, price quotations and other information only once a month, or once every other month, this kind of advertising pays, provided stocks are carried and the dealer has a good name for clean policies and fair dealing.

If letters are written, make them friendly, interesting, informative. Quote prices. (Many dealers feel it is better to quote prices in letters and folders than in newspaper ads.) When in receipt of a shipment of feeds that is especially valuable in helping meet some local conditions, whether it be low-priced concentrates, if the farmer is doing his own mixing, or emergency rations in cases of drouth or other misfortunes, get that information to customers and prospects as quickly as possible. Use the newspapers. Use direct mail. Don't overlook the telephone.

This may sound like an ambitious program. Figure it out in dollars and cents cost and it will be quickly seen how a very small percentage of annual sales total can be utilized to do a very effective job of advertising. Think of advertising not as an expense but as an opportunity, as a means of keeping your name con-

stantly before the public, and as the most economical way of educating feeders to the helpful, profitable services you can offer.

Cottonseed Meal Fluctuations Narrow

By J. M. Trenholm

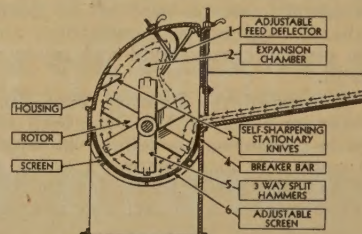
Memphis, Tenn., Aug. 20.—Trading in cottonseed meal during the week ending Saturday has been fairly good on tonnage, but fluctuations have been narrow and the price changes from the previous Saturday negligible on the nearby positions. Some advance has occurred on the more deferred months, caused by continued liquidation in September and a widening of carrying charges between that and future months. For instance, September, which closed at \$17 last Saturday, closed today at \$16.95 but December, which closed at \$17.75 last Saturday, closed at \$18.55 today.

The market has been strong during the entire week, deriving most of its strength from unfavorable crop condition reports being received from cotton fields, where boll weevil infestation is increasing with disastrous results. In the territory where the boll weevil has not been a menace premature opening of cotton bolls and shedding is reported. These conditions are holding the attention of the trade regardless of everything else, and with a short cotton crop it is assumed that higher prices for cottonseed meal are warranted.

On the other hand, the grain markets during the week have been declining, and show very little resistance. Mill feeds have been only steady and the advance in meal in the past ten days has not been followed by advances in competitive concentrates or competitive feed-stuffs, all of which are selling at abnormally low prices. This cannot be overlooked as a factor in the market. During the short trading on Saturday the market was unchanged from Friday, and trading was rather light, however the market showed no weakness and closed steady.

Reduce Grinding Costs

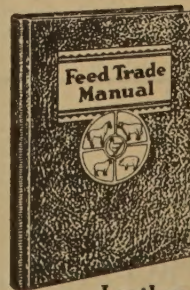
By an entirely new principle "THE RESCHKE HAMMER MILL" reduces grinding cost, increases capacity.



Our circular tells about it

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Wichita, Kansas

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Indispensable to the man who mixes and grinds feed.
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Leather Bound \$5.00 } Plus Postage
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Established 1882

THE DIXIE MILLER
Established 1893

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THE MILLERS REVIEW
and FEED FORUM

WALTON BUILDING ATLANTA, GEORGIA

Grain Shipping Record Books

Record of Cars Shipped. This form enables country shippers to keep a complete record of each car of grain shipped from any station, or to any firm. It has the following column headings: Date Sold, Date Shipped, Car Number, Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight Bushels, Destination Bushels, Over, Short, Price, Amount Freight, Other Charges, Remarks. The book contains 80 double pages of ledger paper, size 9½x12 inches, and has spaces for recording 2,320 carloads. Well bound in heavy cloth with keratol back and corners. Shipping weight, 2½ lbs. Order Form No. 385. Price \$3.00.

Sales, Shipments and Returns. Is designed to save time and prevent errors. The pages are used double. The left hand pages are ruled for information regarding "Sales" and "Shipments"; the right hand for "Returns". The column headings enable you to make complete records for each transaction. The book contains 80 double pages, and index of ledger paper, size 10½x16 inches, will accommodate records for 2,200 cars. Bound in heavy canvas with keratol corners. Shipping weight, 3½ lbs. Order Form 14AA. Price \$3.75.

Grain Shipping Ledger for keeping a complete record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and page is indexed. This book contains 80 double pages of ledger paper with 16-page index, size, 10½x15½ inches, well bound with cloth covers and keratol back and corners. Shipping weight, 4 lbs. Order Form No. 24. Price, \$4.25.

Shippers Record Book. This book is designed to save labor in handling grain shipping accounts and gives a complete record of each car shipped. Its 80 double pages of ledger paper, size 9½x12 inches, provide spaces for 2,320 carloads. Wide columns provide for the complete record of all important facts of such transactions under their respective heads. Bound in heavy cloth with keratol back and corners. Shipping weight, 2½ lbs. Order Form 20. Price \$3.00.

Grain & Feed Journals

CONSOLIDATED

332 South La Salle St., Chicago, Ill.

UNIVERSAL Grain Code

Designed especially to reduce telegraph tolls, to prevent expensive errors and to protect the business of grain dealers and millers. Its 150 pages contain 14,910 code words and no two spelled near enough alike to cause an error.

Code is 4½x7 inches, printed on policy bond, bound in black flexible leather \$3.00; paper \$1.00.

You can greatly reduce your telegraph tolls by using the Universal. Try it.

Grain & Feed Journals

CONSOLIDATED

332 So. La Salle St.

Chicago, Ill.

Grain Receiving Record Books

Grain Receiving Register. One of the best forms for recording wagon loads of grain received. It contains 200 pages, size 8½x13½ inches, ledger paper, capacity for 8,200 wagon loads. Bound in canvas. Some enter load records as received, others assign a page to each customer, while others assign pages to different kinds of grain. Bound in strong board covers, canvas back. Headings of 11 cols. are: "Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount, Remarks." Shipping weight, 2½ lbs. Order Form 12AA. Price \$3.00.

Wagon Loads Received has columns headed: "Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars and Cents, Remarks." It has 200 pages, size 9½x12 inches, and room for 4,000 loads. Printed on linen ledger paper, with strong cloth covers and keratol corners and back. Shipping weight, 2 lbs. Order Form 880. Price \$3.00.

Receiving and Stock Book. Many dealers prefer to keep each kind of grain received from farmers in separate columns so each day's receipts may be easily totaled. This book is designed for this purpose. It contains 200 pages, size 9½x12 inches, and will accommodate 4,000 loads. Well bound in black cloth and keratol back and corners. Shipping weight, 2½ lbs. Order Form 321. Price \$3.00.

Grain Receiving Ledger is an indexed book especially adapted for keeping individual accounts with farmer patrons. Each page is 8½x13½ inches, numbered and ruled for 44 entries. Ledger paper and well bound in cloth with keratol back and corners. 228 pages. Shipping weight, 3 lbs. Order Form 43. Price, \$3.50.

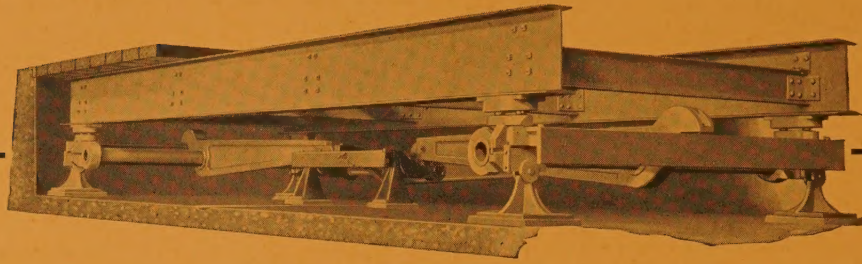
Form No. 43 XX contains double the number of pages. Shipping weight 4½ lbs. Price, \$5.50.

Grain Scale Book is designed to assign separate pages to each customer and their names can be indexed so their accounts can be quickly located. It contains 252 numbered pages, of high grade linen ledger paper. Each page is 10½x15½ inches, will accommodate 41 wagon loads and it has a 28-page index. Well bound with cloth and keratol back and corners. Shipping weight, 4½ lbs. Order Form 23. Price, \$4.75.

Grain & Feed Journals

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332 South La Salle St., Chicago, Ill.



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20-ton—24' x 9' Gaston No-Twist

PURCHASED FOR ENDURING ACCURACY!

THE GASTON SCALE CO.

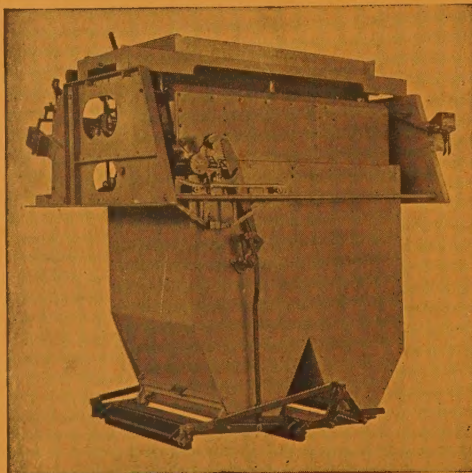
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3000 bushels of oats per hour

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